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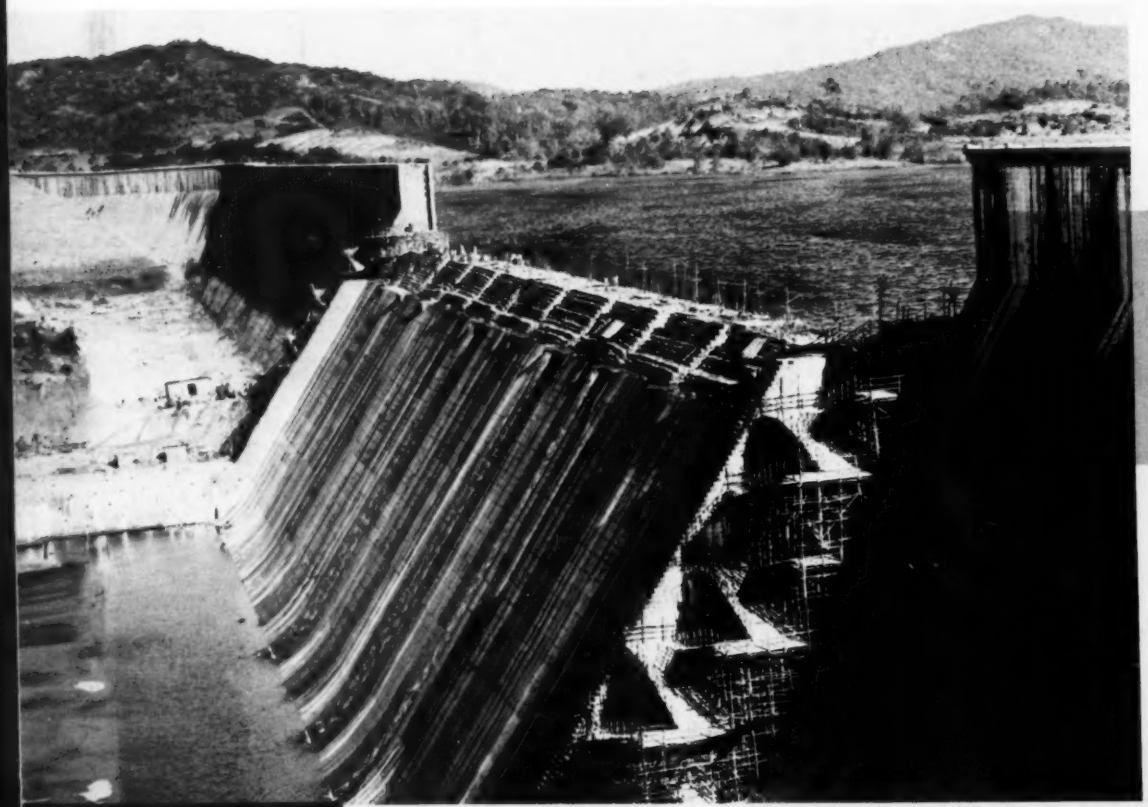

Special Report Issue

India wants capital, machinery, know-how, reports Trade Mission

Business Bulletins *from around the world*

BELGIUM—Ratification protocol of Scheldt-Rhine Treaty became effective April 23. Treaty authorizes construction of canal, about 86 kilometers long, between Antwerp and Dordrecht, connecting Scheldt and Rhine Rivers. Estimated total cost set at $72 million with Belgium paying 92% of costs. Construction scheduled to take eight to 10 years.

During 1965-66, more than $130 million will have to be invested in power production to meet increased needs. Consumption of electricity in 1964 rose 10.9% over 1963. 1967 investment will be still higher. New 500,000 kw. atomic power station in planning stage.

BLEU imports from U.S. in first 11 months 1964 rose 10.3% to $470 million. Increase in total imports, 15.3%, for same period, lowers U.S. market share to 8.8% against 9.2% in January-November 1963.

Gross national product in current prices reached estimated $15.3 billion in 1964, 5.5% increase in real terms above 1963 total of $13.98 billion.

Anti-inflationary cutbacks in Government orders for building, made in 1964, now felt in construction slowdown. Some contractors have idle equipment in absence of Government projects. Private building sector, especially housing, has made fairly good showing, with record level of building permits issued in 1964.

CHILE—$17 million trade surplus registered in 1964 balance of trade. Exports rose $83.9 million from previous year to $625.8 million. Imports dropped $28.7 million to $608.8 million. Imports from U.S. totalled $222.5 million, down $1.4 million from 1963, accounting for 36.6% of imports, compared with 35.1% in 1963. Favorable balance produced primarily by increased copper exports at higher prices, more rigidly enforced import controls.

CONGO (Leopoldville)—New bicycle factory with initial productive capacity of 130,000 bicycles, 15,000 motor bicycles opened by CYCLOR, joint enterprise undertaken by Sedec Division of Unilever and Orban, established bicycle importer and dealer in Congo since 1929.

DAHOMEY—First shipment leaves new $3 million palm kernel oil processing plant. Financed by German loan, plant's operation expected to improve country's trade balance by $1 million a year. Annual planned output is 19,800 tons of palm kernel oil and equal amount of oil cake.

GERMANY—American Optical Co. Deutschland G.m.b.H., Frankfurt/Main, wholly-owned subsidiary of American Optical Co., Southbridge, Mass., opens branch office in Berlin. AOC is 22nd company to begin operations in Berlin since 1961 construction of Wall. Reportedly representing investment of about $87,500, Berlin establishment includes lens grinding section, high-vacuum installation, extensive inventory of optical lenses.

Embargo lifted on apples of EEC Class II (roughly equivalent to second grade U.S. utility).

GREECE—Government suspends indefinitely compulsory 3% price reduction for pharmaceuticals sold here. Reduction originally decreed effective Feb. 1, per Market Police Order No. 3/65.

Government plans to spend $12 million for public investment in tourism this year, one-third more than in 1964. Increase is for professional training of hotel employees, stepped-up promotional activities. German investors reportedly planning $80 million project to build hotels, other facilities on west Peloponnesian shores.

IRAN—John Deere sells agricultural machinery worth nearly $400,000 to Khuzistan Water and Power Authority. Order includes 20 tractors for use in pilot irrigation project. John Deere's Iranian agent plans to set up servicing agency in Dezful with complete stock of spare parts, headed by engineer and technician. Company also plans to offer full stock of farm machinery to local private buyers, and to set up program to train local personnel in operation, maintenance of equipment.

MALAYSIA—Parliament makes several revisions in Pioneer Industries Laws of various States, mainly to harmonize tax exemption features. One more significant revision is to base new pioneer industry's period of tax exemption in all Malaysian areas on fixed capital expenditures instead of on amount of capital invested. Parliament also extends Singapore's Pioneer Industries Law, due to expire this month, for another three years.

NETHERLANDS—Housing completions in January totaled 6,679 units, 29% rise compared with like month 1964.

February imports totaled $564 million, down 1% compared with February 1964.

SWEDEN—Swedish Riksbank raises official discount rate from 5 to 5½%.

THAILAND—Government signs loan agreement with Germany for $3.3 million for electrical and power distribution facilities. Commodities to be purchased from non-German sources, if prices are cheaper.

Government announces several major communications projects. Thai television network to be expanded to nation-wide basis, at estimated cost of $6.5 million. Plans underway to add seven more radio stations in 1965-66. Three-year plan to cost $24 million, now being considered for telephone service expansion.

TRINIDAD—Trinidad creates first overseas Chamber of Commerce in New York; first president is Gustave Hauser of General Telephone and Electronics.

YUGOSLAVIA—Temporary blanket freeze imposed on prices to halt inflation recently gained great momentum. Wages, prices of some agricultural products, exempt from ruling. Other measures sharply restricting availability of domestic credit taken earlier in effort to head off inflation.

Yugoslavia and Soviet Union sign agreement for cooperation in Iron Gates hydroelectric and navigation project. Soviet Union to supply three generator sets of 178 megawatts each, navigation and construction equipment. Project, undertaken jointly by Yugoslavia, Rumania, calls for eventual installation of six such generator sets on each side of Danube.

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the cover

A view of the spillway section of the 1.5 mile-long Linganamakki Dam which is part of the $210-million Sharavathy Hydroelectric project near Bangalore, India. It is one of the largest projects of its kind in the world. The United States has provided large-scale assistance in the effort to relieve India's power shortage. Starting on page 2 of this issue is the report of the recent U.S. Investment and Industrial Development Mission to India. An article on the dam appears on page 15.

International Commerce

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April 26, 1965 — Volume 71, Number 17

Special Report

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STILLMAN

Investment mission opens fat portfolio

By JOHN S. STILLMAN
Mission Director
and CELIA I. HERMAN
Mission Investment Advisor

HERMAN

STONE

PHILIPP

COLLINS

WHITTINGHAM

SPAIN

Indian business is eager to build up its trade and investment relations with the United States.

India's expanding economy is opening up new opportunities in a variety of fields, for which foreign—including U.S.—capital, machinery and know-how are necessary complements to the country's own resources. This combination of interest and opportunity, revealed time and time again during a U.S. Investment and Industrial Development Mission's recent swing around India, indicates a great potential for developing industries the country needs for a prospering economy.

No guidebook or briefing session, however intensive, can properly prepare anyone for a visit to India. Before beginning to understand this vast land, one must see it in person—experience it with all the senses. Its contrasts and contradictions—of wealth and poverty, of ample food and semi-starvation, of modern machine tools and primitive manual construction methods, of the jet plane and the bullock cart—are so much a part of everyday life that one gets used to them surprisingly quickly.

Industrial progress impressive

The Bureau of International Commerce Mission—five representatives of U.S. business and two from the Commerce Department—from Feb. 27 through March 27 covered more than 5,000 miles within the country. The members were impressed by the industrial progress India has made in the 18 years since it achieved independence. However, the role of Government in the daily life of every businessman contrasts sharply with the experience of those used to the American economic system.

The Mission was received warmly by businessmen and Government officials everywhere. Members consulted with officials on both the Federal and State levels.

India has free speech and free elections. It is the world's largest democracy.

Through a series of five-year plans initiated in 1951, goals have been set for industry and agriculture as well as the so-called infrastructure facilities such as power, transportation and communications. The plans became increasingly bolder in their objectives and investment expenditures rose from $7 billion in the First Plan to $14 billion in the Second Plan and $22 billion in the Third Plan.

The achievements are all the more impressive when it is considered that India has been on its own as an independent country only since 1947. Furthermore, the bulk of the capital resources for the Plans are being raised internally.

Final year

India's current fiscal year, Apr. 1, 1965-March 31, 1966, is the last year of the Third Plan. Tentative figures already being discussed for the Fourth Plan call for investment expenditures of about $45 billion. An overall 7.5% rate of growth is envisaged with 5% for agriculture; 11% for industries such as metals, mining, petroleum, machinery, fertilizers and consumer goods; 17.5% for power; 8% for small industries, railways, and communications; and, 6.5% for trade and other transport and services.

In the past 15 years, iron ore production has expanded from 3 million metric tons to almost 15 million; steel ingots from 1.5 million metric tons to 6 million; machine tools from the equivalent of less than $1 million to about $40 million; bicycles from 99,000 units to over 1 million; radio receivers from 54,000 units to 417,000; sulfuric acid from 101,000 metric tons to 602,000; cement from 2.7 million metric tons to 9.4 million; and paper and boards from 116,000 metric tons to 479,000 metric tons.

The average annual industrial growth rate was 7.8% during the First Plan, 8.2% during the Second Plan, and is currently estimated at 11% for the Third Plan.

Essentially a potential market

This expansion in industry, and the vast population of about 480 million, heighten the attractiveness of the Indian market. For the most part, however, it is still only a potential market because of the low per capita income and the rudimentary sys-

tems of marketing and distribution. The gross national product for the Indian fiscal year ended March 31, 1964, was about $40 billion, $86 per capita. Some observers estimate the effective market in India at only 1% of the population, but even that adds up to 5 million.

The Indian market is divided into four major geographical industrial and trading areas. The most developed are the Bombay area in the west and the Calcutta area in the East, while the Madras and Delhi areas are beginning to move ahead more rapidly in the industrial sphere.

The Bombay area is the center of the textile industry, India's largest. Chemicals, drugs, machine tools and oil refining are some of the additional industries in the area. There will be a vast development in petrochemicals and by-products with the advent of two new crackers.

The eastern area of India is distinguished by the concentration of heavy industry including iron and steel, jute mills, and mining. The southern area, represented by Madras, includes some automotive manufacturing plans, electronics and machine tools manufacture, and is famous for its nuts and spice industries.

A new oil refinery under construction in Cochin, Kerala, another one soon underway in Madras, possible new fertilizer and petrochemical complexes and the expansion of power facilities are indicative of the changing South. This new look is also becoming evident in the northern area centered around New Delhi. While agriculture still predominates, light machinery industries are building up.

State governments help

Among the most positive forces for attracting and establishing industries in India are the State Governments and their industrial development and financial institutions. They offer such incentives as free or low cost land, power and water facilities; they make loans on favorable terms; they take equity if needed, usually on a one-third basis, the other two-thirds being shared equally by the private Indian and foreign partners; they divest themselves of this equity when their participation is no longer required; they may undertake feasibility surveys.

The degree of activity varies, and some states are further advanced than others in plans to assist industry. One of the outstanding ones is the Maharashtra Industrial Development Corporation and related organizations. Also, the Andhra Pradesh, Madras and Gujarat Industrial Corporations have already done extensive groundwork for encouraging the establishment of new industry.

EVEN THE DINING is accompanied by work with mission members as guests of Rotary Club of Calcutta.

The Central Government encourages establishment of expansion of manufacturing industries which have been assigned high priority in the Five Year Plans. Topping the list are the following 22 key industries:

Pig iron, alloy steel, ferrochrome and other ferroalloys except ferromanganese and ferrosilicon, malleable iron castings, steel castings, steel forgings, heavy structurals, industrial machinery, cranes, machine tools including small tools, dies, jigs and fixtures, automobile ancilliaries, coated abrasives, electric winding wires, fertilizers, sulfuric acid, caustic soda and soda ash, rubber chemicals, petrochemicals including synthetic rubber, pesticide, paper and paper boards, cement and cellulosic pulp.

License needed

Regardless of priority, however, any new or expanded production program involving a total fixed capital outlay of $525,000 must be covered by an industrial license obtained from the Government before the program can start.

When imported capital equipment or foreign equity or know-how is a feature of the industrial project, other approvals also must be sought. This screening is undertaken primarily to review the foreign exchange aspects of the project. A license for importing capital equipment and machinery is generally granted if foreign exchange is available under commodity assistance, Government to Government loans and long-term loans with foreign financial institutions.

Among the most recent private Indian companies receiving such loans from the United States are Tata Engineering & Locomotive Co., Hindustan Aluminium Ltd., and Chemicals & Plastics (India).

In addition, when the project involves

U.S. Mission to India develops over 400 leads

A U.S. Investment and Industrial Development Mission last month met with more than 1,000 representatives of Government and business in India.

Visiting Chandigarh, New Delhi, Bombay, Ahmedabad, Madras, Calcutta and Kathmandu Feb. 27-March 27, the Mission developed 416 investment projects of potential interest to U.S. businessmen. Of these opportunities, about 225 are reported in the Investment Opportunities section of this issue of *International Commerce*. Others will be published in later issues.

A total of 195 proposals of U.S. firms were shown to 579 Indian companies and trade associations.

Business Information Centers and commercial libraries were set up in Bombay, Madras, Calcutta, and New Delhi. Mission members visited 20 plants or other industrial sites.

Reports from the members are presented on these and following pages.

foreign investment, the Government of India must approve the terms of foreign collaboration. Usually, it is preferred that the majority equity be held by Indians, but exceptions have been made.

Various combinations of equity are possible and, if the Indian investing public is to be tapped, the foreign investor may be able to exert effective production and managerial control with only a small equity holding. Thus, the Indian and foreign investor may each hold 30% and the balance would be subscribed by the public.

The investing public has not responded enthusiastically to new equity issues in the past two or three years, but underwriting institutions such as the Industrial Credit and Investment Corporation of India (ICICI) and the Life Insurance Corporation (LIC) have filled the requirements. New entrants in this field are the Industrial Development Bank of India and the Unit Trust of India.

A significant step in the investment procedure is that of obtaining from the Government a Letter of Intent—and agreement in principle that the industrial license will be issued in about six months from the date of the Letter of Intent. To get the Letter, the entrepreneur submits a preliminary application to the Ministry of Industry and Supply giving the essential data, even though he may not be able to give complete details.

In a change of policy announced by the Finance Minister early this year, foreign entrepreneurs are permitted to apply for the Letter of Intent. This encourages foreign investors to seek the best partner available in India and enables greater flexibility in making the selection.

Some industries reserved

Foreign investors examining the investment scene in India will find that certain industries are reserved for development by the Government of India. This is delineated in the Industrial Policy Resolution of 1956, which embraces the Indian concept of a mixed economy.

Industry is categorized into Schedule A, including basic industries, petroleum, transportation and mining, reserved for the public sector; Schedule B, including aluminum, machine tools, basic and intermediate products of the chemical industries, antibiotics, fertilizers, synthetic rubber and chemical pulp, which may be promoted by both the public and private sectors, the initiative resting with the Government; and Schedule C, which contains all other nonlisted industries and is open to the private sector.

Private companies who were engaged in public sector industries before 1956 continue to operate and some have expanded their production. Also, some new public sector enterprises have private Indian or foreign partners holding minority equity in the company.

Judging by investment expenditures under the Five Year Plans, Government sector industries are expanding at a greater rate than private industries. Whereas in the first two Plans investment was almost equally divided between public and private sectors, in the Third and Fourth Plans only a little more than one-third of expenditures are assigned to the private sector.

The emergence of Government in business and in competition with private industries is proving to be a drag on foreign investor interest. While the Government corporations are expected to make a profit, the absence of the risks that face the private company gives an advantage. There is a fear that they will be favored in obtaining access to imports and raw materials and that their cost and pricing methods will be different. In a land of price controls and import licenses, there is thus concern about potential conflicts of interest.

Advantages to investors

The Government of India has indicated strong interest in having private foreign investment come in to assist in India's industrialization. It looks to foreign capital as a means of lessening dependence on foreign aid and loans and providing foreign exchange and technical know-how.

What does India offer the investor? There are many positive factors favoring a decision of a U.S. firm to invest in India. Without question, the market potential stands first. Added to that are the political stability of the Government, sound fiscal policies, profitability of investment, established record on profit remittances, a dynamic, experienced entrepreneurial class, the existence of educated and skilled people, an abundance of labor which has demonstrated its ability to be trained in new skills and a willingness to work, and tax incentives of various kinds.

Insurance

An Investment Guaranty Agreement between the United States and India offers U.S. investors insurance against expropriation and currency inconvertibility.

During the past few years, foreign investment has been coming in at a rate of only about $60 million annually, or about half the rate anticipated for the Third Plan (1961-1966). The foreign investment goal for the Fourth Plan is $300 million annually.

The shyness of foreign investors is attributable to many different factors. An obvious conclusion is that more attractive prospects are being found elsewhere and that the climate in India does not measure up. However, those companies which have already invested in India are generally satisfied to have done so.

About 200 U.S. companies have investment or licensing agreements with Indian companies. The United States, accounting for about 25% of total foreign investment in India, is the second largest investor there, following the United Kingdom with 60%. U.S. Department of Commerce figures report direct U.S. investment in India as over $200 million at the beginning of 1964.

It varies

The deterrents to investing in India will vary with the companies concerned. For most, approval procedures are too lengthy. (The Indian Government is making determined efforts to streamline them.) This situation can have the effect of eliminating the smaller and many of the medium-sized companies which can not afford the time and personnel for protracted negotiations. It thus tends to limit such companies to royalty and licensing agreements.

Another difficulty, control on production, arises to a large degree from the elaborate system of import controls imposed because of foreign exchange stringency. Limitation of output, however, denies the Indian consumer the benefits of economic, low cost production which would result from larger runs. It perpetuates the seller's market within India and diminishes the capacity to compete in world export markets. It thereby thwarts

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MISSION MEMBER Miss Celia Herman (seated, left) at Federation House in New Delhi, interviews Indians interested in collaborating with U.S. firms.

India's efforts to earn more foreign exchange. Certainly, the foreign exchange problem is a formidable one and not easily solved.

Other deterrents to investing in India may be of an operational nature. For a U.S investor, the prospect of running a company in a controlled economy may not be welcome. Import licensing restrictions work both ways, however. They may hinder the import of necessary parts and components, but they also afford a protected market for the company's product.

Techniques of marketing and distribution as practiced in most developed countries are not generally known in India. The importance of quality and technical controls may not be fully appreciated and the foreign investor may have to press hard to enforce and institute appropriate controls. He may have to do some bargaining to receive adequate compensation for his know-how. An encouraging trend is the development of indigenous management consulting firms, as well as a number of joint-venture proposals.

In the ensuing articles, the business members of the Mission describe their views on India's investment potential. All agree that the U.S. investor would be wise not to overlook India.

MACHINE TOOLS

India's a great market, once you've cleared the governmental hurdles

Foreign exchange shortage forces severe restrictions on imports; economic assistance provides big boost to sales of U.S. goods

By LEE COLLINS
Collins Microflat Co.
Hawthorne, California

With rapid industrialization, the demand in India for machine tools, dies and other metal working machinery has increased substantially, but you may have to start a factory there in order to supply them.

Machine tools currently being produced in India include drilling machines, grinding machines (including cylindrical grinders), precision lathes, milling machines, shapers, cleaning machines, wire drawing machinery, wire nail making machines, pneumatic power hammers, capstan and turret lathes, presses, sawing machines, sheet metal working machines, slotting machines, and many others. Several U.S. firms are already engaged in joint ventures as well as licensing arrangements in the machinery field, including Landis Machine Tool Company, Monarch Machine Tools, Ex-Cell-O, Bullard, Cummins Engine Company, Firth Sterling Inc., Otis Elevator Company, Caterpillar Tractor Company, Norma-Hoffman Bearing, Rockwell Manufacturing Company, International Harvester Company, Besly-Wells Tap Company, Chrysler International, General Electric

Company, Borg Warner Company, Byron Jackson Pumps, South Bend Lathe Company, and many others.

There is also strong activity among some of the European machine tool makers as well. Fritz Werner, Hermann Kolb, and Traub, of West Germany; Oerlikon Machine Tool Works of Switzerland; Newall Engineering Company of the United Kingdom; and Somua of France are all active in India. Most of these firms have found that the Indian market provides a good source for profitable investment, as well as a jumping-off point for exports to Asian, Middle Eastern and African markets.

Market growth

Deliveries of graded machine tools totaled close to $73 million in 1961, and conservative estimates for 1965 and 1966 place deliveries as high as $131 million. Best sellers are special purpose machines, gear cutting and gear finishing machines, capstan and turret, presses, drilling machines, forging machines, bending and forming machines, punching machines, shearing and sheet metal working machines, horizontal baring machines, grinders (cylindrical, internal centerless, surface), milling machines, heavy duty lathes. Also automatics in 16,000 units; broaching machines, 800 units; honing and lapping machines, 1,120 units; punching and shearing machines, 19,200 units; slotters, 960; tapping machines, 800. One can only draw the conclusion that India today is one of the world's most promising machine tool markets.

The estimated demand for total machine tools installed by 1970 is: automatics, 4,560; boring machines, 6,280; broaching machines, 450; drilling machines, 38,000; gear cutting, 2,120; grinding, 34,440; lathing and honing, 1,520; capstan and turrets, 13,740; lathes, 28,400; milling machines, 21,740; planing, 1,600; presses, 21,550; sawing machines, 8,130; shaping machines, 3,310; shearing and sheet metal machines, 8,700; slotting machines, 1,300; screwing machines, 1,100; threading, 2,020; tapping, 1,340; bending O.T. rolls, 2,660; and polishing machines, 6,760. This adds up to over 209,000 units of machine tools which will be installed by 1970.

The Government of India intends that by 1970 at least 75% of the country's machine tool requirements will be met by manufacture within the country, a production of approximately $131 million a year. Many foreign traders, faced with complete loss of sales in the Indian market because of import restrictions, have turned to local manufacture in joint equity or licensing arrangements with Indian firms to maintain their market position.

India's present production of machine tools covers roughly 40% of total demand. Machine tool production has been assigned a top priority in the Government's Five Year Plan. Import duties on machine tools are between 15% and 20% and the Government of India generally does not permit imports where requirements can be met from Indian sources, even where prices of the indigenous machine tools are higher.

Mission members available for interviews next month

U.S. businessmen across the country will have an opportunity next month to talk with members of the Trade Mission just back from India.

Follow-up conferences and consultations are scheduled for New York City on May 11; Pittsburgh, the following day; Chicago, May 19; Portland, Oreg., May 24; San Francisco, May 25, and Los Angeles, May 27.

Businessmen wishing to talk with Mission members in these cities should make arrangements through any Commerce Department Field Office.

Successive development plans have laid increasing stress on expanding machine building capacity. Increased production of steel, fuel, power and other basic items has generated a greater tempo in the expansion of capital and producer goods industries, with special emphasis on the manufacture of machine tools and industrial machinery. The firm gaining a foothold in India is entering one of the world's largest potential machine tool markets.

Closely linked

The demand for metal cutting tools is closely linked to the development of the engineering industries which use them, and to the growth of the machine tool building industry. Indigenous production of small tools such as drills, reamers, threading tools, milling cutters, files, and similar items, more than doubled between 1961 and 1963, and it has continued to grow since then. There is still a severe shortage of small tools which is affecting the efficiency of the engineering industry. Deliveries on the items mentioned above, for example, are being quoted at 12 months or more. Therefore, there is unlimited scope for more facilities to manufacture good quality small tools.

The high priority given to the expansion of capital goods industries, has substantially increased demand for steel castings and forgings. A target of 300,000 tons a year for steel castings and 200,000 tons per annum for steel forgings has been set. Approximately 70% of the country's demand for steel castings and forgings comes from the Indian Railways.

Production of foundry pig iron is not increasing sufficiently to meet requirements of the fast expanding engineering industry. The Government is encouraging the establishment of new pig iron producing plants especially to meet foundry needs, and is granting industrial licenses for plants up to a capacity of 300,000 tons per year.

With the setting up of heavy electrical, heavy machine tools, heavy machine building and other heavy engineering industries, a strong industrial base is being constructed.

Rich in natural resources

India is among the world's most richly endowed countries in natural resources, though comparatively few of its riches have been fully exploited and surveys continue to reveal new deposits. Oil has been discovered and the known resources of high grade iron, manganese and bauxite are extensive.

India produces about 60% of the world's supply of mica and has considerable coal, titanium, copper and gold. It is among the world's important producers of mineral ores and possesses substantial reserves of most of the major raw materials necessary for modern industry. Iron ore reserves are the largest in the world, being estimated at nearly one-fourth of the world's total.

India's iron and steel industry was founded over a half century ago and is now one of the country's largest heavy industries. However, demand for steel has been high and domestic consumption of steel is expected to remain ahead of output in the next 10 years. Alloy steels are not being manufactured in any volume, and permission will be given to import until domestic supplies become sufficient. The capacity licensed so far will satisfy only half of the expected demand in 1971.

Price is foremost

The Indian foreign exchange situation places the foreign supplier quoting the lowest prices in a very favorable position. Such factors as quality, delivery and servicing, in which United States firms frequently enjoy an advantage, remain important but are being over-shadowed in the minds of many Indian procurement officials by the need to obtain the maxi-

mum amount of goods for a minimum outlay of foreign exchange.

Substantially higher prices quoted by some U.S. suppliers of capital goods have led to some shift in Indian procurement from the United States to other sources. The aggressive American sales organization can combat this illusion of higher American prices by pointing out that the higher productivity of U.S. machinery brings about lower unit costs, longer machine life, lower maintenance costs, fewer breakdowns and lost time, actually resulting lower costs in the long run.

These price differentials may in some cases continue to impede U.S. sales, but as India's technology progresses and the country becomes used to sophisticated U.S. equipment, the initial cost factor will decrease in importance. However, India's foreign exchange shortage and restrictive licensing policy will limit the prospects for substantially expanding sales, except through the U.S. Government aid programs and Export-Import Bank and World-Bank financing.

Terms make the difference

India tends to buy its imports from countries offering special credits or financing. The U.S., as the largest supplier of aid, emerges as the principal supplier. However, it is not in first position in sales paid for with foreign exchange.

Other factors affecting Indian imports include barter deals, rupee payment agreements and foreign equity investment.

The Soviet bloc countries and several of India's neighbors have long engaged in bilateral trade agreements with India which provide for payment in non-convertible Indian rupees. This has contributed to the spurt in trade between India and the bloc countries.

During plant visits, many Czechoslovakian and other Eastern European machine tools were seen. Several Indians said that they would prefer American equipment because of its higher productivity and longer life, and that the East European equipment is years behind U.S. designs and has frequent breakdowns. However, since we do not accept rupees in payment they were forced to make their purchases elsewhere.

Therefore, the most immediate opportunity for increasing U.S. sales in India is through investment or licensing arrangements. Sales opportunities in connection with projects financed by the World Bank and other international lending institutions also have been productive for enterprising U.S. suppliers.

U.S. firms can increase their exports by arranging for long-term credit from private banking institutions. Some U.S. exporters have successfully worked out public and private barter arrangements with Indian importers. These arrangements are usually cleared by India's State Trading Corporation.

ONE OF THE POINTS OF INTEREST for members of the U.S. investment and industrial mission to India was the Maharashtra Industrial Development Center. Here they scan magazines in center's library section.

The Government tries to attract private foreign capital in those fields which will help attain planned targets. Thus, while the Government has generally encouraged investment of private foreign capital in the country, it is on a selective basis and strictly on their own terms. If any project is approved for development by the private sector, and if imported plant and machinery are required, foreign investment is normally welcomed.

Welcomes know-how

The Government of India welcomes foreign technical know-how in the public as well as the private sectors. At the present stage of India's technological research and experience, there are a number of industries in which foreign technical know-how is essential; in some it is indispensable.

Some American businessmen have expressed concern that the increasing participation of Government in industry will eventually lead to encroachment on private enterprise, but present indicators point the other way. It is true that electric power, transportation and communications, and heavy industrial projects are generally reserved to the public sector, but the Government has shown a growing appreciation of private industry's performance and its potential for contributing to future economic development. Thus its attitude toward private industrial expansion has been increasingly pragmatic.

Investment incentives

India's industrial tax policies provide a number of incentives to private investment which are offered to foreign as well as Indian firms. Special tax concessions to encourage private investment include the so-called tax holiday which exempts a company's profits up to 6% of the capital for a period of five years, a development rebate equal to 20% of the cost of plant and machinery, liberal depreciation allowances, provision to carry forward business losses or unabsorbed portions of depreciation allowances, preferential treatment for dividends from intercorporate investments, and a three year exemption from the individual income tax for foreign technicians approved by the Indian Government for employment in India.

In contrast to these favorable aspects of the Indian tax system, there are numerous deterrents. Most obvious is the high income tax rate on personal and company income. The tax on royalties and certain technical assistance fees are also high.

Similarly, the many necessary restraints

INDIAN-MADE MACHINE is examined by the Mission's machine-tool specialists during Madras visit.

and controls which the Government has imposed to carry out its Five Year Plans have created impediments to the normal functioning of a free enterprise economy. The many procedural delays in granting licenses and approving joint venture agreements stifle a great deal of the initiative and creative energy of the business community.

Because import licenses are hard to get the resultant shortage of supplies sharply limits production. Consequently many short production runs must be scheduled which are uneconomical and make it difficult, if not impossible, for the Indian exporter to compete in world markets.

Gradual relaxation

The Government of India hopes to gradually relax some of the controls in the interest of stimulating economic growth. However, further relaxation of controls depends largely on India's ability to increase essential imports sufficiently to fill the gap between domestic demand and supply. This ability in turn depends very much on the level of exports, availability of external aid, and inflow of foreign capital.

Government controls which limit the quantity of products a firm may produce tend to cancel the cost savings realized from long production runs. Sometimes 12 to 15 licenses are granted to different firms to manufacture small amounts of the same item. Such small production runs can only result in higher production costs.

Indian businessmen expressed confidence that the Government would increase these quantities as required, but such verbal assurances are not likely to persuade an American entrepreneur to risk his capital.

The administrative procedures which have delayed many investment transactions are being simplified. Some price decontrol measures have been taken and there is good reason to expect additional liberalizing measures to provide greater incentive to domestic and foreign investors.

Indian Government officials are very much aware of the hard realities of competing for private investment capital from abroad. They realize that capital will seek out areas that offer the best incentives and most hospitable climate, and that unnecessary governmental restrictions will only prevent private capital from flowing into India.

I feel that India will take the necessary steps to revise government procedures which only serve to irritate and frustrate the potential investor. However, the prospective investor must still be prepared for some hard negotiating and will need a great deal of patience. The results will probably be worth it.

Impressive

All members of the Mission were impressed by the calibre and high intelligence of the Indian businessman. I believe that if the Government allowed the businessman to fully utilize his energies and initiative the remarkable growth already achieved by India would be greatly accelerated.

Relations between labor and capital in India have been consistently good. Indian workers adapt readily to modern production and management techniques. I was most favorably impressed with the modern atmosphere of the factories, the pace and tempo of efficiency, and the crackerjack managerial personnel. Their lack of education means that it takes longer to train Indian personnel than their western counterparts, but once trained they are every bit as able and competent. Wage disputes are generally settled between the parties themselves.

the author

Lee Collins is president of the Collins Microflat Co., one of the largest manufacturers of black granite high precision surface plates as used in a variety of electronic fields. Collins is well versed in all phases of the machine tool, industrial equipment, machine shop supplies, handtool and gaging equipment industries. He is a graduate of the University of California and did graduate work at the University of Southern California in industrial engineering.

A disturbing aspect of the Indian economy is the lack of export-mindedness resulting from Government protection of domestic industries. The Indian businessman can sell anything he produces within the borders of India. However, because of the sheltered and protected economy, there is a tendency to become lax and careless about cost consciousness and control. Consequently, many items manufactured in the heavy industry and heavy engineering fields are priced out of the world markets.

Foreign companies are showing a greater interest in licensing the manufacture of their products in India, in order to keep their share of this highly protected and growing market. Royalties are still subject to heavy taxation. However, they were recently reduced from 63% to 50%. The Government of India draws a distinction between royalty costs *per se*, technical assistance charges for engineering services and lump-sum payments or equity shares in return for know-how. In its approval of royalty agreements, the Government, while not committed to any specific rate of return, regards 5% and 10 years as suitable unless special justification exists to indicate a higher rate or longer term.

Joint ventures preferred

Among the different forms of foreign investments, the Government of India prefers joint ventures between Indian and foreign entrepreneurs. While Indian majority equity participation in a joint venture is generally favored, the Government judges the extent of foreign equity participation on its merits. The decision in each case is based on the priority of the industry under the plan, and evaluation of the technical skills offered, foreign exchange requirements, and a desire of the party to play an effective part in the company's management.

Many American firms have licensing, royalty, or technical assistance agreements with Indian firms that involve no capital investment. Inasmuch as no direct capital investment is generally required by the U.S. company in a licensing operation, licensing is a relatively economical and expeditious way of operating within a foreign country.

The U.S. company generally remains outside of the jurisdiction of the foreign government and its courts, and does not become involved in the labor and social regulations of the foreign country. It has minimum exposure to the risks inherent in foreign operations; there is no need for a U.S. company to keep a permanent staff in the foreign country; and licensing affords protection under local trademark and patent laws.

However, the U.S. licensor usually has no direct voice or participation in the control or management of the company and its policies. Licensing arrangements also limit profit possibilities, which are usually based on a fixed royalty. The license agreement may also result in building up a formidable competitor if the arrangement is terminated and the licensee decides to manufacture the product on his own. However, for the smaller and medium-sized firms who may want to enter the Indian market, licensing arrangements are probably the best method until such time as the government lifts enough restrictions and controls to provide a freer operating economy relatively unfettered by the annoyances and irritations that generally frustrate the foreign investor. The procedural delays often increase initial costs to a level that may be bearable only by a relatively large corporation. As an alternative the small or medium-size business may be best advised to consider a licensing arrangement only in the form of selling technical know-how, drawings, patents, trademarks and similar items on a no-capital-investment basis.

Trade outlook

There is scope for increased trade between the U.S. and India. As the country continues its economic development, the need for industrial materials and equipment will rise. American exporters may finance sales to India under credits extended by the Export-Import Bank and the Agency for International Development (AID). They may also supply equipment under some of the loans extended by the World Bank.

Sales of capital goods not financed through such credits will depend on the supplier's willingness to provide medium or long-term credit under FCIA guarantees.

A recent $275 million AID loan will finance the procurement of U.S. equipment, materials and services including machine tools, iron and steel, vehicle components and spare parts, earth moving equipment, and railway cranes. A $23 million loan to Hindustan Motors Ltd. will finance procurement of U.S. goods and services to modernize and expand the firm's output of bus and truck engines and chasses. The equipment to be purchased includes presses, molding machines, a variety of machine tools, furnaces, hoists, fork lift trucks, and testing equipment.

An investor looking at India cannot fail to be impressed by the success of American and other foreign companies that have already established manufacturing facilities or connections in India. The progress made by the Indian economy under the Five Year Plans, India's political and financial stability, the Indian Government's unbroken record of honoring its obligations, the freedom to repatriate original investments and profits, the availablity of guarantees against expropriation and inconvertibility, the wide range of tax incentives and rebates which enable new enterprises to operate with very little tax burden during the initial years have all combined to create an extremely favorable investment climate. However, the most compelling factor is the highly attractive rate of profit.

Once having entered the Indian market, foreign investors usually have few regrets. While the hurdles of the investment screening process are tough, the treatment of foreign investment in India is improving.

India is a people of long and durable history with wise and judicious leaders, and their own instincts and native intelligence will eventually show them the way. There is ample room for measured hope and confidence in India's economic and political future. The Government leaders and business community are a highly intelligent and shrewd lot. They will make the practical adjustment and judgments necessary to foster and promote the country's growth.

Market profile—India

Government: South Asia republic and member of British Commonwealth. Capital is New Delhi with population of 2.6 million; leading commercial industrial port cities, Bombay (4 million) and Calcutta (3 million).

Geography: Area, 1.3 million square miles. Principal mineral production, 1963 (in millions of metric tons): Coal, 65.9; iron ore, 14.9; manganese ore, 1. India is also rich in other minerals, such as bauxite, mica, and kyanite.

Population: Estimated, 1964, 475 million; expanding at rate of 2.4% a year. Labor force estimated at 188 million, including 72% in agriculture and 17% in industry. Unemployment high. Literacy rate, about 24%. Official languages, Hindi and English.

Income: Per capita, $71 in 1963; $58 in 1952. GNP about $43 billion in 1964; $30.3 billion in 1959 (current prices).

Conditions of trade: Imports subject to strict licensing and exchange controls. Restrictive policy permits only essential imports. Capital imports usually covered by long-term foreign loans or investment. Preferential rates of duty apply on many imports from Commonwealth industries.

Investment prospects: Government encourages inflow of foreign private investment. By 1975, present plans call for 5-fold increase in production of coal and petroleum products; 6-fold expansion in electricity, cement, and chemicals; more than 12-fold growth of steel and machinery, compared to 1960-61 output.

Finance: Currency (1 rupee = $0.21) is controlled by the Reserve Bank of India. Excise duties are a main source of revenue. Gold and foreign exchange reserves at end of December 1964, $498 million.

Industry: Principal traditional industries, cotton and jute textiles. Since independence, there has been rapid expansion of basic industries, electric power and transport under series of 5-year economic development plans; overall industrial development has increased 52% since 1958.

Agriculture: Foodgrains occupy about 80% of gross cropped area; commercial crops, 17%; plantation crops, 3%. Foodgrain production, especially rice and wheat, frequently short of country's requirements. Agricultural units average less than 5 acres.

Transportation: Railroads carried 91.2 billion metric-ton-kilometers of freight in 1962. Airlines handled 1.5 billion passenger-kilometers. Merchant shipping fleet had gross registered tonnage of 955,000.

Imports (est. Jan. through Nov. 1964): Valued at $2.2 billion. From United States, $785 million, mainly wheat, metals, and machinery. PL 480 shipments accounted for more than one-third of imports from United States. From U.K., $305 million; USSR, $135 million; West Germany, $183 million; Japan, $128 million.

Exports (est. Jan. through Nov. 1964): Valued at $1.4 billion. To United States, $252 million, mainly jute and cotton textiles, cashew nuts, tea, metal ores. To U.K., $329 million; USSR, $131 million; Japan, $130 million.

CARTFUL OF BRICKS gets the old heave-ho from women and boy who obviously mean business. India is well endowed with willing labor but needs machinery.

MATERIALS HANDLING

Room for conveyor firms

Manual labor—particularly by women—now moves just about everything in India

By JAYNE B. SPAIN

Alvey-Ferguson Co., Cincinnati

India, a timeless land—but an independent nation for only 17 years—is confronted with mammoth problems.

Among the country's objectives are: retarding the population explosion of about a million a month, substantially increasing agricultural production, building new industrial plants and at the same time providing all services necessary to support an industrial economy. Electricity, water, transport, housing, technical training and raw materials are needed. Illiteracy must be conquered. All must be accomplished simultaneously and immediately.

Although the large cities give one the feeling that people are compressed layer upon layer like baled straw, 80% of the population lives in 600,000 villages scattered the length and breadth of the land. Some have only foot paths leading to them.

Ancient methods of materials handling have existed, unchanged, in India for thousands of years. There are water buffaloes, camels, elephants and other beasts of burden. And then there are the beautiful Indian women. You see them in the cities and throughout the countryside, wherever there is construction. Brilliantly colorful in their "dupattas," they gracefully carry baskets of earth, cement, bricks, huge jugs of water on their heads, walking proud and erect, never spilling their burdens.

It is the thousands upon thousands of these women who have been the conveyor systems, building dams, hydroelectric plants, factories, housing, roads. There is nobility and serenity in their faces and dignity in their bearing.

Bhakra Dam above Chandigarh, under the genius of an American engineer, was built by 20,000 Indian women carrying away earth on their heads in baskets and bringing back concrete in the same way. Day after day and year after year they labored, the only specks of beauty against the drab, arid landscape. After their day's work they could be seen gathering their small infants from under the shelter of vegetation where they had lain all day, putting them astride their hips, placing their baskets of tools on their heads and walking to their villages. Then they cooked their families' evening meals over dung fires, before the day's labor was completed. That dam, 14 feet higher than Hoover Dam, brings electrification and irrigation to a vast area—a monument to the "materials handling" of the Indian women.

Conveyor companies

The concept of mechanized materials handling is in its infancy, the need so great it cannot be envisioned, the market potential limitless. Conveyor companies have sprung up in all of the larger cities, some on their own and others in collaboration with American and British partners. In each of the major cities there may be as many as a dozen or more engaged in a limited way in all aspects of handling, each company doing bulk as well as unit conveyors. The systems are

almost exclusively of the very simple type, with no attempt to apply any automatic-control sophistication because the market does not warrant it at present.

At the moment, there is major emphasis on bulk handling for grains, ores, coal and so forth. There is an ever-increasing market for cranes, both light and heavy duty, hoists of various capacities and industrial trucks. While there is a need for unit-handling conveyors, especially in the textile mills, management must be educated to it. This is a country of labor surplus with an estimated 25 million employables seeking work and the first consideration is to utilize labor rather than equipment.

Least resistance

Since this is a totally protected market, manufacturers are not concerned with costs or cost reduction. There is a shortage of everything in India except people. An industry can sell its products at whatever cost without any problem. This is the way of least resistance and effort now. Unfortunately, it adds greatly to India's acute foreign exchange problem, making for tighter controls or outright prohibitions on importing machinery and materials except in specific instances.

India's exchange imbalance can only be overcome by increasing exports, yet its own manufacturers are not really "export-minded." Living within a sheltered market where very high profits can be made, they are not pressed to export. Unless they embark on an all-out cost reduction program, they cannot possibly compete in world markets. Similar items in India will cost anywhere from two to four times what the same item will cost in the United States, even with labor rates in India only a fraction of those in America.

For the materials handling company considering coming to India, there are three prerequisities—limitless patience, the flexibility of a rubber band and ample investment capital which need not show an immediate return.

There are two sectors of business—the Public Sector and the Private Sector. The "public sector" embraces those industries reserved exclusively for undertaking, development and operation by the Government or the Government in partnership with private investors, Indian or foreign. It comes as somewhat of a shock to the American industrialist to find the Government not only in basic industries but even in consumer products. It comes as even a greater shock to discover that even in the private sector the Government has involved itself in industrial enterprise, holding things in rein and scrutinizing every aspect of industrial life. At the same time, India has never faltered in permitting dividends, interest monies and percentages of investment capital to be repatriated.

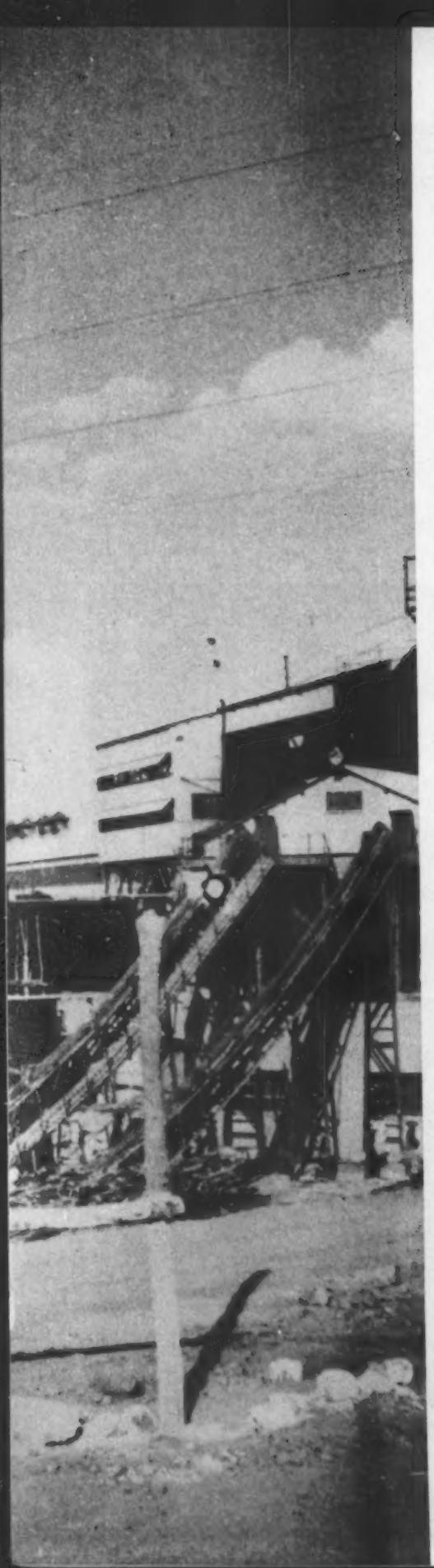
Government-licensed

If one is going into business with an Indian partner in the private sector in all except very small undertakings, one must first have a license or Letter of Intent from the Central Government permitting him to enter that particular field. The license or Letter will stipulate the products and the amount of production authorized per year. Once one has a license, he is free to negotiate with his Indian partner and arrive at a contract—possibly involving a license for technical know-how or a joint venture in which the American partner will also be providing capital for machinery, equipment and raw materials which may have to be imported. Under new regulations a foreigner may now obtain a Letter of Intent to seek out an Indian partner and is not constrained to sit and wait for the Indian businessman to come to him.

All contracts must then be approved by the Central Government. With approval, partners are free to proceed with the formation of the company and its implementation. One problem is that often there are many licenses given for the same product, each calling for an uneconomical quantity of the product to be produced. Many Indian industrialists openly admit they get a license and do not worry about the quota permitted because they feel once they have a foot in the door, they can always get the quota increased in ensuing years. Since they have absolutely no concern over the cost of the end-product, the matter of quantity is really of little importance.

When it comes to negotiations be-

GOOD FOR POSTURE, this way of carrying bricks prevails where people are plentiful, machinery scarce.



tween partners, the Indian has been in the business of trading for untold centuries and he is as shrewd a bargainer and as capable a businessman as there is anywhere.

Threading the maze

The troubles and delays which occur will usually begin after the parties have arrived at a mutually satisfactory business arrangement. At this point the Government becomes involved and its "yes" or "no" on the business contract may be months or years in coming.

Even after the "yes" is given, there are problems. Provided the parties already have the land, in some States it is possible to put the buildings up and get the machinery within 18 months. Most of the States have set up very competent and aggressive industrial development organizations to aid new industry in obtaining building materials and cutting red tape. Some will even guarantee the time. But no matter how well one estimates the costs, there will not be the same degree of assuredness that these costs can be held, as one would have in a similar situation in the United States. Ample margin in the estimate should be allowed not only for unforeseen increases in cost of plant, equipment and raw materials, but also for delay in completion and start-up.

Import duties have recently been increased on all imports including machinery, which will substantially increase the costs of many plants now under construction. Once the plant is ready to begin production, management next faces raw-material shortages. Production processes, sometimes even designs, dies, jigs and tools may have to be modified. One may not be able to get the needed motors, so flexibility to change not only designs of motor mountings but horsepowers is the order of doing business. One will have to be ingenious and improvise many things an American plant is accustomed to buying but which may not be available at any price. But Indian industrialists contend customers are understanding and are grateful to have their orders accepted for any delivery.

Labor, prices, profits

The American industrialist will find that labor presents a strange paradox. Pay scales are very low even with the various fringe benefits. Labor supply far exceeds the demand, except perhaps in the foreman or supervisor categories. Once a worker is hired, he cannot be discharged even for poor performance. Despite the labor surplus there are many wild-cat strikes. Many workers belong to unions allied to political parties. There does not seem to be the same type of discipline and responsibility among membership or leadership as is characteristic of the American labor movement.

There are price controls on many commodities. This contributes to acute shortages in the open marketplace and a thriving black market. Cement is a case in point. Apartment houses and factories are coming up and it is not at all unusual to witness nocturnal activity, for black-market cement can be best delivered under cover of darkness.

Another price-raising factor is the buying and selling of "import entitlement." If a company does not export it gets no "import entitlement" with which to import. Many industrialists, especially in the machinery-manufacturing field, freely admit they are forced to buy import entitlements to obtain hard-to-come-by raw materials or components or even replacement parts for production equipment.

Taxation is high, both corporate and personal, but profits in many industries are inordinately high. Many industries and individuals have found ways to avoid paying the full tax or any tax at all. The Prime Minister has been urging both business and industry to put a voluntary curb on profits and dividend payments. His words, conceivably, may be a warning that if it is not done voluntarily the Government will take other measures.

Favorable factors

On the positive side, one has to remember this is a developing nation with a very stable government for the past 17 years. It can proudly boast of a 200-year-old civil service and a vast pool of well-educated, experienced managerial talent.

CONVEYOR BELT, feeding bamboo to processing machinery at Nepa paper plant, is rare in India.

Government representation

The Government of India maintains an Embassy in Washington, D.C., at 2107 Massachusetts Ave., NW., and a Supply Mission at 2536 Massachusetts Ave., NW.

Consulates General are located at 3 East 64th St., New York, N.Y., and at 417 Montgomery St., San Francisco, Calif.

The Indian Investment Center is located at 708 Third Ave., New York, N.Y.

The U.S. Government maintains an Embassy in New Delhi and Consulates General in Bombay, Calcutta, and Madras.

THE LAST 30 INCHES are the hardest, and these men are thankful they're not long-distance movers.

There is an incalculable reservoir of natural resources. If India can raise the standard of living and buying power of its present 475 million people, there will be a ravenous market for goods and services. The administration, putting great stress on technical training schools, is turning out an ever-increasing number of graduates each year prepared to assume responsibilities in all of the engineering and technical fields.

Once a plant is allowed to proceed, there is no discrimination between public-sector operations and those in the private sector. In the last 17 years the Government has nationalized only one bank, the life insurance companies, the airlines and the gold mines. The public sector companies do pay taxes and they are quite candid on the high profits they make.

A cursory survey of the management of many American companies which have been in India for a long period of time reveals that they are glad to be there. While they have problems, they are generally trying to expand their operations.

It is impossible to make any generalization that American companies should or should not come to India. It is for each management to weigh the pluses and the minuses and then make a decision.

If India accomplishes her objectives, those who are already in will be fortunate indeed, and those who are on the outside looking in will regret that they hesitated. If, on the other hand, India does not succeed, all of us will be the losers no matter where we are.

the author

Mrs. Spain has been president since 1952 of the Alvey-Ferguson Co., one of the oldest conveyor manufacturers in the United States. The firm has developed mechanization of dehydrated food plants, introduced the concept of live storage and developed complete automatic warehousing and order picking systems.

Demand is spurting for printing industry equipment in India

Growing industrialization, drive to erase illiteracy spur market

By HARRY H. STONE
American Greetings Corp., Cleveland, Ohio

The hunger in India for printing machinery is growing by leaps and bounds. There are several reasons for this, including the nationwide drive to erase illiteracy.

Industrial development throughout the land has led to a demand for more office forms, stationery, price and commodity lists, advertising brochures, technical booklets, packaging and descriptive materials.

Government activities

Another reason for the growing demand is the government's export promotion campaign, which has required more and better quality advertising and mailing prints and more paperwork per dollar of sale.

Finally, federal and state governmental activities have increased, creating the need for more stationery, printed reports and public relations pamphlets.

The rising rate of literacy, the rapidly growing industrialization, and the potential skills and technical proficiency of

MRS. SPAIN AT INFORMATION CENTER in Calcutta talks with Indians interested in joint venture.

MISSION CHIEF STILLMAN answers questions at reception by Madras branch of Manufacturers Assn.

workers have brought a growing market for the manufacture of printing and graphic arts machinery and equipment.

The potential in the printing and publishing industries also is growing—and should double itself in volume each five to 10 years.

Many tongues

One drawback, however, is the numerous languages in India. This situation adds to the problems of profitable size printing runs and distribution.

Demand for printing machinery currently is $15 to $25 million and is on the move upward. The estimated local manufacture worth $4 million by next year leaves a wide gap.

India now has about 25,000 printshops, divided into four groups.

Class A printshops have a capital outlay of over $1 million and are considered well managed and efficient. They are operated on a two-shift basis and, at times, three shifts.

Those in Class B have a capital outlay of over $100,000 and vary more in efficiency. They are operated in two shifts most of the year.

Class C shops have a capital outlay of over $50,000.

Printshops in Class D have a capital outlay of under $50,000 and have between one and four machines.

Of the 25,000 printing presses, 6,000 are proof, 13,000 are platen, 5,500 are flat bed and 500 are rotary presses.

Most of the proof presses are hand-operated, with a third of them size 12″ by 18″, and half of them from Britain. Some 40% of them are less than 10 years old.

Most of the platen presses are hand-fed and use disc inking, with about half of them from the United States and 20% of them from Germany.

The majority of the flat bed machines are of the stop cylinder type and practically all sheet fed.

The stop cylinder machines are mostly hand-fed, with two-thirds of them coming from Britain.

Most of the rotary presses are for single-color offset and of British design. The majority have been installed since independence in 1947.

There are now about a dozen manufacturers of printing machines. Half of them have a foreign collaborator.

Collaboration agreements have been concluded with two American, one British, one German, one Dutch and one Japanese manufacturer of printing presses. But it is doubtful if they will be able to satisfy this market satisfactorily in the next five to 10 years.

The greatest need during this period will be for small-size equipment.

However, prospects for any further collaboration in this field now are not promising as it does not have a priority as a key industry under India's development plan.

Imports halted

The import of printing has been stopped and there is a rigid restriction on the import of printing machinery and allied graphic arts equipment and materials.

This restriction will probably be tightened up gradually until enough machines are manufactured locally even if the quality does not compare with the world's free export market.

The import restrictions have been in effect for some years. As a result, most of the machines are old, outdated and badly worn due to multishift operation. There also is a vast scope for export to the Middle East and the smaller Far East countries.

The labor rates are very low and, when properly trained, workers are well skilled and industrious and capable of producing good craftsmanship at low cost.

More collaboration needed

Another observation we made was the need for management consultants in India working in collaboration with management consultants in the United States.

Most businessmen in India have no ready source of information involving the best source of supply, services such as import-export houses, specialized service organizations, consultants in the United States and information services and many have expressed the desire for this type of service.

In addition, the Indian businessman is impressed with and has recognized the American businessman as the most advanced in the world and wishes to emulate his techniques. He is interested in the services of Indian-based management consultants who work in collaboration with U.S. management consultants in order to keep up-to-date.

The development of more management consultants would also be of great assistance in working up and carrying out joint ventures.

The per capita consumption of paper in India has risen from 21 ounces in 1956 to 41 ounces in 1961 and is currently 51 ounces. Eighty percent of the pulp is made from bamboo and 20% from bagasse. Searches are being made for better sources of long fibre pulp to improve the quality of printing paper.

the author

Executive vice president of the American Greetings Corp., manufacturers of greeting cards, stationery, gift tie ribbons and decorated paper tablework, Harry Stone has 30 years of experience with the company—starting his career as a salesman and working his way up to his current position. He is familiar with the latest technological developments in printing machinery, automatic typesetting and offset printing.

WAITING FOR CUSTOMERS, Sharavathy will provide power to industries throughout Southern India. Its generating capacity is the world's eighth largest.

Power for the Southland

You can't attract modern industry without electric power, so India built a dam

The investment picture in India brightened considerably with the recent completion of the Sharavathy Hydroelectric Project, which will eventually supply more than 1 million kilowatts of badly-needed power to homes and industries in five provinces of Southern India.

The project uses water rushing over the 830-foot Jog Falls, a scenic marvel whose potential as an economic stimulant had long been recognized but never developed. Its chief feature is the enormous Linganamakki earth-filled dam, 205 feet high and 1.7 miles long. The project was planned, designed and executed entirely by Indian engineers.

Sharavathy's generating capacity will be the largest in Asia and the eighth largest in the world. It will boost India's installed generating capacity by 15% and the State of Mysore's potential output by 600%. Mysore's economic growth has lagged behind the rest of India and the new Five Year Plan emphasizes catching up with the rest of the country. Sharavathy's power will also spur industrial growth in the neighboring provinces of Andhra Pradesh, Kerala, Madras and Maharashtra.

Government planners have set aside 1,000-acre industrial development zones in 7 nearby areas, and 10,000-acre zones are planned for Bangalore, Mangalore and the Hospet-Ballary areas.

Committees are studying the proper use of Sharavathy's power, and deciding which industries would be appropriate for the various areas. India's fifth Government-owned, integrated steel project may now be located in the Hospet-Ballary area, which already had the raw materials to support such an industry.

The Mysore Industrial and Development Corporation has been registered as a Government company to attract and finance selected, important industries to the Sharavathy area.

Several of the 70 industrial townships the Government of India plans to build in rural areas throughout the country will probably be located in the Sharavathy service area. These townships are scheduled to specialize in small industries such as processing, rice mills, sugar mills and cement factories.

Capacity

One 89,100 kw. turbine is already operating, and nine more will be installed at six-month intervals, for a total of 891,000 kw. A smaller dam and three smaller power stations still to be built will complete the project and add a further 225,000 kw. to its capacity.

At one time or another, 40,000 Indians worked on the dam and related works. The project received substantial financial help through the U.S. Foreign Assistance Program administered by AID. At the dedication ceremonies, U.S. Ambassador to India Chester Bowles pointed out that although India could certainly have built this massive project without American assistance, U.S. aid enabled them to do it without sacrificing other important projects or unnecessarily suppressing the day-to-day needs of the Indian people.

INDIAN PRIME MINISTER SHASTRI switches on the first of ten 89,100 kw. generators scheduled to be installed in the main power plant, as U.S. Ambassador Chester Bowles and local Indian officials look on. Eventual generating capacity of the entire project will be well over 1.2 million kw. (AID Photo)

The potential is there

Relaxation of state controls would brighten investment outlook for foreign firms

By H. H. WHITTINGHAM
Long Manufacturing Div. of Borg-Warner Corp.

The Indian environment will prove new and strange to any U.S. businessman, but the conditions he will have to face are not much different than he would find in any other developing country.

One of the most favorable factors in the Indian investment climate is the high caliber of most Indian businessmen. English is the common language of educated men in India, and is definitely the language of business, although Hindi is the official national language.

Most businessmen have a sound knowledge of economics, finance, and business —although the experience of some was more in trading than in manufacturing. There are several good English-language newspapers in each of the major cities, which pay considerably more attention to economic affairs than U.S. papers. India also has several fine Universities. Of businessmen who studied abroad, most of the younger ones seem to have studied in the United States, while the older ones are apt to have gone to English Universities.

Almost to a man they desire U.S. collaboration above any other. One reason, of course, is the growing stringency of capital in European countries. Many have had negotiations with European firms fall through. The other reason is their recognition of superior American technology. Almost all are interested in joint ventures.

Businessmen often said that they could work out satisfactory terms of collaboration with a U.S. partner—and were willing to accept a minority position in order to attract the American know-how and dollar investment. However, they also would point out that every agreement is subject to government approval. They realize that the foreign exchange shortage and political pressures in the Parliament will not permit India's Government to relax controls or reduce the proportion of public sector enterprise too rapidly.

Pragmatic

Most of the central government ministers seem quite pragmatic about these problems, and I believe they appreciate that a relaxation of controls will improve the climate for increased foreign capital. The potentialities for dynamic industrial growth are all here—the need, the market, potential power development, variety of climate, a large reservoir of competent entrepreneurs, a trainable working class, unlimited labor supply, relative political stability, pent-up energy, skills and knowledge, and enthusiasm of the people.

The difficulties lie largely in the regulatory policies and sometimes direct competition of the Government; the population explosion; the many old traditions, and lack of some raw materials.

Everybody likes it

There are already many U.S. firms established in India, and generally they are quite successful. Even though they may complain of the problems they encounter, every firm we visited had expansion plans under way.

Larger U.S. companies with ample financial reserves and executive resources have the best chance to enter a successful joint venture in India. Such firms entering at this time will be "getting in on the ground floor" of a vast market that will someday be a major industrial economy.

For smaller and less experienced firms, consulting agreements and licensing arrangements which might later be converted to joint ownership seem to be a safer route.

It would help

It would encourage investment of American capital needed for Indian industry, if the Government would:

Remove import duties on needed capital equipment not produced in India.

Not enter into any more industries or create any new facilities in the public sector.

Continue the present policy of unrestricted repatriation of dividends in hard currency exchange.

Not dictate plant locations, but allow the various states to compete among themselves to induce new industries to locate within their borders.

Insofar as possible, allow the law of supply and demand to determine the distribution of available raw materials.

Strengthen the patent laws to assure the security of industrial property and to encourage a high level of research and development among inventors, scientists and industry in general.

Make it easier to procure replacement parts for machinery.

Revelation

The types of projects proposed by Indian businessmen reveal the stage of industrial development in India and the effect of government policy. Almost without exception they concerned capital goods, only three out of 24 in my particu-

INDIA'S MINISTER FOR INDUSTRY AND ELECTRICITY S. G. Barve holds meeting with Mission members.

lar case concerning consumer items. Capital goods take up almost 90% of the advertising space in the newspapers.

Inheritance

Indian business organization has inherited the Managing Agency from the British. It is somewhat comparable to a holding company that exercises management control over diverse subsidiaries. In many instances they are outgrowths of old trading companies and frequently are family affairs.

These companies manage and supervise groups of industries in a wide variety of fields and in most instances, own controlling interests in the businesses they manage. They help organize and finance new companies.

One such company could, for instance, manage independent companies in mining, shipping, heavy industry, sugar mills, cement plants, tea plantations, machine tools, and several other areas. The result is a great deal of inter-locking interests among all of these companies.

This is often a source of strength from the financial as well as from the management and executive personnel point of view, although it gives rise to a great deal of nepotism, largely a result of the Hindu "joint family" tradition. There are often preferential transactions between the companies. One company, for instance, which makes sugar mill machinery will supply another in the same group which operates sugar mills.

In dealing with a company, an American firm should get the full background of supporting and inter-related enterprises.

Most of the proposals for U.S. collaboration by Indian businessmen depend largely on the imported know-how, and it is important that the U.S. partner protect his interests by having a careful training program to provide this know-how and protect his product and trade name.

Check carefully

Although most Indian businessmen claimed they could procure all the Rupee financing necessary to match the U.S. dollar participation, this should be carefully checked as Rupee equity capital is now very tight in India. Many expect to get loans from their Government and AID. Too great a dependence on public subscriptions is dangerous.

On the other hand, many of those proposing collaboration are wealthy groups, families or individuals who have plenty of capital. Some are traders who have returned to India from East Africa or Burma, or who find their import business frustrated by restrictions.

BUSINESSMEN IN MADRAS show keen interest in talk with Dr. H. J. Philipp (center), Mission member.

The problem raised by India's limiting foreign capital to 49% equity participation except in unusual circumstances or for a brief training period, seems to me to have been overemphasized.

I feel that there is a considerable range within which American firms can deal on joint vetures. In the long run, the personalities and working relationships of key executives are all important.

The simplest form of collaboration is a licensing agreement to furnish technical know-how which may include product designs, specifications, process layouts, tool engineering, process instructions and/or scientific information. This could also include instructions on quality standards, inspection methods and the extension of patent rights. For these services, various forms of compensation can be worked out. In addition to a royalty, some form of lump sum payment is quite usual. This could be in dollars, in stock in the Indian company, or a royalty of the sales value of the products involved.

Honors obligations

The Indian Government has honored its obligations to permit dollar repatriation of dividends and capital.

Licensing deals may or may not include the interchange of personnel. U.S. managers and technicians go to India for varying periods to help set up the plant and to train the Indian personnel. For the life of the license agreement the licensor should furnish information on improved techniques, new product uses, and similar developments.

Under Indian law a know-how license can be renewed at the discretion of the licensee. If the licensee had accepted stock in the company as compensation he would continue to be a stockholder. At the present time the Reserve Bank denies to foreigners the privilege of purchasing Indian stocks unconnected with a transfer of know-how because of foreign exchange restrictions.

Other forms of U.S. participation usually involve all or part of the above plus a share of equity and loans representing dollar costs of imported equipment. The Mission members believe these joint ventures offer good prospects if the American company is reasonably large and experienced.

Smaller and medium-sized business going into a collaboration on other than a royalty and licensing basis may have trouble.

The costs of time consumed in negotiations and organizing the business, and the necessary travel involved, are sure to be excessive in relation to the size of the business and the immediate return.

The risk is greater in small business, since it cannot be spread.

The delays in getting Government approvals, and in bringing operations to a profitable level, would tie up a small firm's limited capital for too long a time without a comparable return.

A small business usually cannot spare the time of its principals in the necessary travel and the expense necessary to get a joint venture underway.

Delays of years in getting a project into profitable production could badly

cripple a small business and keep it from realizing any opportunities at home.

Small businesses can't afford to release key technicians to conduct the training programs that are esential to success.

It is difficult for small firms to train Indian personnel in their U.S. plants without interfering with domestic operations.

Best formula

The formula most likely to obtain the approval of the Indian Government is one in which the U.S. (foreign) participation is 49% or less. It may be desirable to provide that U.S. personnel have full management control until Indian personnel (including management) are fully trained and the business is operating at a good level of quality and profit.

There also are situations where it is quite appropriate for foreign participation to be much less than 49%, and still offer an attractive opportunity to an American collaborator.

For instance, U.S. capital might be brought into a large, well-established Indian firm in order to expand or to introduce added lines. Many shares in such a firm would probably be owned by the Indian public. I know of one company 26% Indian management-owned, 26% U.S.-owned, 24% British-owned and 24% publicly-owned.

We advised the Minister of Industry of one of the Indian states that we anticipated no objection by an American concern to participating on a one-third ownership basis with an Indian State entity and private Indian shareholders.

Prospects

To date there are few American-made machine tools in India. They have had to procure much of their machinery from sources where foreign exchange was available or rupee payment was possible. We saw machine tools from Poland, Czechoslovakia, Russia, Germany, Switzerland, Hungary, Japan, Finland, as well as from Indian machine tool plants.

India's growing machine tool industry is limited in scope and is largely in standard and smaller types of machines. Some American and other foreign interests have already established joint ventures in India. Besides about 10 of these private sector plants, the Government has established two machine tool plants: Hindustan Machine Tools at Bangalore and Praga Tools at Secunderabad.

The investment proposals made by Indian businessmen included several involving the manufacture of machine tools, and this field offers many opportunities for American machine tool builders who are seeking to enlarge their foreign markets.

American machine tools are the most desired in India, but it is practically impossible to get an import license to buy one. Even if licenses are available, the scarcity of dollars and the shortage of capital often force Indian companies to accept the inferior but cheaper equipment which we saw in their plants.

The right time

This seems an opportune time to enter India, as most types of machine tools have no trouble getting Gevernment production licenses and demand will be high for years to come. The Indian Investment Center advised us that there were over 60 Indian firms licensed to manufacture machine tools, that had not yet commenced production.

About the only opportunity for the American machine tool industry to export to India lies in joint ventures of U.S. and Indian businessmen for indigenous production. Most proposals stipulate American participation, the supplying of investment capital and technical know-how, engineering, product designs, patents and managerial and technical training of Indian personnel.

The dollar investment is usually needed to purchase imported machinery which is not available in India as well as to cover the dollar costs of training Indian personnel in the U.S. This is about the only way the U.S. machine tool industry can export to India, outside of AID-financed purchases.

The import duty on foreign machinery, payable in rupees, was recently raised from 20% to 30%. This penalizes the expansion of industry, but the Government's need for funds is great and the sources of revenue are limited. This is one more reason to produce American machine tools in India.

Cost too much?

Everywhere in the world the statement is made that American machine tool prices are 30 to 50% higher than those produced elsewhere. Why then are American machine tools being exported in increasing volume to all parts of the world?

The answer is that the first cost is not always the true cost. A careful study of the real cost of ownership of a machine tool should be determined by the:

- original cost
- maintenance cost and amount of down time
- promptness of delivery (Western Europe firms have longer delivery times than United States)
- time lost in waiting for spare parts
- length of time, accuracy and quality maintained
- rate of production
- interest rate and available terms for deferred payment

American machine tools are superior in most of these respects. Since competitive payment terms are available in most cases through our government-sponsored finance plans, it is possible that long before a machine has been paid for it will have earned its "excess" initial cost many times over in higher rates of production, lower maintenance costs, longer life, and less down time.

There are many fine tools made in other countries and American manufacturers frequently import certain machines from other countries. But, in general, American machine tools are the finest in the world and are prefered in most countries.

Used machinery

Contrary to some reports the Government of India *will* approve the importation of used machinery. They do insist that it be thoroughly reconditioned and suitable for the purpose intended. They require a complete report on the condition of the machines from an authoritative source which has examined them in the U.S., and pass judgment on their suitability for import based on the report.

There is a great need and market in India for good reconditioned machine tools. The use of such equipment would cut the original cost of capital equipment substantially, thereby reducing the outflow of hard currency or increasing the amount of machinery that can be brought in for a given number of dollars.

Used machinery is purchased by many, if not most, American manufacturers—

the author

Until his retirement, Harry H. Whittingham was president and general manager of the Long Manufacturing Division of the Borg-Warner Corp. at Detroit and continues as consultant to the company. Whittingham joined the Detroit Gear & Machine Co. in 1923. He was one of the founders of the Norge Corp. which, along with Detroit Gear, was purchased by Borg-Warner in 1929. For four years he was in charge of production control and time standards with the Buick Motor Car Co. and Canadian Products, Ltd. of General Motors.

Whittingham is a graduate engineer of the University of Michigan.

especially where the usage does not call for high production rates and/or extreme accuracy. The real criterion is the per unit cost of parts produced on the machine, taking into account the unit costs of amortization, maintenance, floorspace cost required, cost of toolage required, direct labor cost, power consumption, and replacement cost.

Indian industrial development is largely in the capital goods area, and there is very little call for long production runs of consumer products. Therefore, there is ample opportunity to utilize good used machinery to minimize capital requirements. When this machinery has completed its usefulness some years hence, Indian industry will be in a better position to purchase the new, more sophisticated machinery that it will then need and can justify.

Even in the automobile industry, the quantities produced are so small (only 56,000 units scheduled for 1965) that good used machinery could be used to advantage.

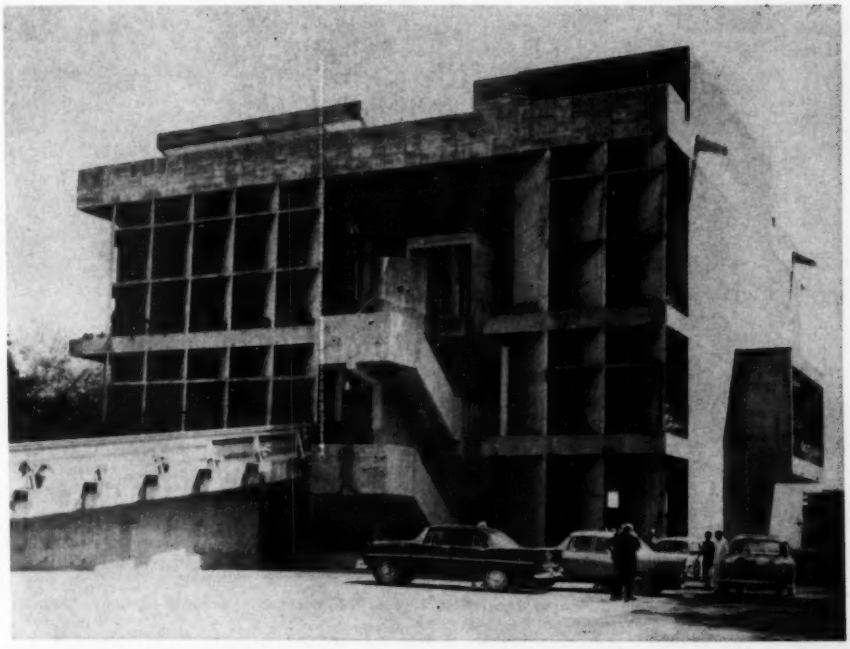
Automotive opportunities

The established firms are Daimler Benz (trucks), BMC, Morris (Ambassador) passenger cars, Fiat passenger cars, Standard Motors passenger cars and Leyland trucks, Dodge (Fargo trucks). Additional licenses are being sought for truck and passenger car production. The government's policy gives priority to trucks, buses and tractors, but limits passenger car production as less essential. However, they are entertaining proposals for a new type of cheap small car.

The low production rate and absence of imports provide a very small market for suppliers to the auto industry. There is no capacity, for instance, in India for truck engine crank shafts and no inducement to create it because of the low volume. There is a fair replacement parts market to service the cars and trucks already on the road, which are mostly small European cars and a few ancient U.S. models. All trucks are either Mercedes Benz, Leyland or Fargo.

One can get an idea of the restrictions under which one operates in India from the case of Massey Ferguson (Simpson Group), who after 4 years of operation have just completed assembly of their 5,000th tractor and are licensed to receive materials for only 3,500 per year. They are now using 70% indigenous materials in their tractors.

There are less than 40,000 tractors in all India and there are 550,000 agricultural villages in the country, containing the 70% of the population who depend on farming for their livelihood.



TEA AND CASHEW NUTS flavored Mission's tour of the Ahmedabad Millowners' Association Building.

Massey Ferguson is by far the principal producer in India. A news item states that of the 40,000 tractors in India, 20,000 are inoperative for lack of spare parts.

Different ideas

The leaders of the government are trying to develop a modern industrial society as rapidly as possible. The ideas of Gandhi and Nehru, which still dominate the policy of the majority Congress party, were developed in the 1930's and include a far greater role of government planning and participation in the industrial economy than has been the tradition under our free enterprise system.

The present moment seems to be a very critical point in the industrial development of India. The Mission members believe India will have to liberalize its investment policy in order to attract the amount of foreign capital they desire under the Fourth Five Year Plan which begins next year.

On the whole, I am optimistic. However, I do feel that only those U.S. companies that have ample capital and are sophisticated and experienced in doing business in foreign countries should attempt joint ventures in India.

For the smaller and less sophisticated and experienced companies a licensing arrangement with fees and royalties seems the best route.

U.S. industry has continued to expand into many other countries where the climate has often been little if any better than in India today. So for those companies that are qualified, I believe there is a real opportunity to expand, with expectations of substantial profit as the vast market develops more purchasing power.

British heritage

India is one of the most stable of the developing countries. She possesses a very old civilization and the British left behind a considerable reservoir of trained civil servants, a keen and sophisticated business community, a nationwide railway system, and extensive port facilities. India's general preference seems to be for American products, and we should capitalize on this inclination.

The various State Government officials whom we met were friendly to free enterprise. If the States continue to point out to the Center which restrictions are deterring investment, it should have a beneficial influence on national policy.

Recommendation

I feel that in spite of the attitude that exists in some parts of the Indian Government, we can justifiably recommend that qualified U.S. industrial organizations make a serious study of the business opportunities we are bringing back from India in the light of the long-term opportunities they present to themselves and the benefits that can accrue to our nation.

CHAMBER OF COMMERCE and industry associations' leaders hold question-and-answer session in Calcutta.

the author

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Born in Austria, Dr. Philipp was educated at the University of Vienna, from which he received a Ph.D. in chemistry in 1935. Following graduation, he was engaged in research and development at the Universities of Vienna and Zurich. Moving to the United States in 1939, he worked successively for Raymond Laboratories in St. Paul, J. T. Gibbons, Inc. in New Orleans, and the U.S. Department of Agriculture, before joining Celanese in 1945.

He is a member of the American Chemical Society and of the New York College on Planning.

Indian chemical industry needs help from abroad to build on already promising beginnings

Well-supplied with potential executives, intelligent workers; Government's strong role is chief problem for investors

By HOWARD J. PHILIPP

Celanese Corp. of America

With its huge population, India presents an immense potential for economic development and industrialization. It has an excellent record of political and economic stability, and is the largest democratic nation in the world.

This visitor was impressed by the high calibre and sophistication of the civil service and a business leadership that few other developing countries have.

Business leaders are predominantly traders and merchants who are only now learning the intricacies of modern industrial management, but there is no question that they are learning fast.

American companies operating in India report that Indian managers accept training readily and become good executives. This has sometimes caused over-confidence which leads Indians to think that foreign management is not required, even in a complex modern industry.

The labor force is ample, though largely unskilled and illiterate. However, the workers have good common sense and basic intelligence. They possess unusual manual dexterity and, after training, make good employees.

India's rapidly expanding economy has a shortage of almost every product and commodity. Thus, for the next decade at least, there will be a market for practically anything one wishes to produce there. This explains the insistence of Indian Government officials and businessmen that a market study is not required before starting a new operation. Demand is increasing more rapidly than supply.

Wants private investors

The Government of India is encouraging private foreign investment and many industrialists are seeking foreign technical know-how and equity participation. The desire for capital investment is motivated strongly by an unfavorable balance of payments which has caused an extreme shortage of foreign currency.

Probably the biggest problem for the potential investor in India is the tight Government control over all phases of business, including the need for a Government license to begin an operation, the requirement to conform with official plans, and price controls.

This control leads to a non-competitive, sheltered market in which uneconomical size plants are sometimes built and operated at high costs, with their products sold at high prices. Many Indian products are non-competitive in the world market, yet exports are among the country's most vital needs. With Government control and central planning comes bureaucratic red-tape, and India has plenty of that. It takes months, and sometimes years, to negotiate a collaboration agreement and obtain approval from the Government. The Government also becomes a party to business negotiations by reserving the right to veto terms of collaboration agreements negotiated between prospective business partners.

The Indian Government also participates directly in business. The Government has reserved the basic industries for itself, insists on partnership with private business in many fields which cannot be regarded as basic, and competes with private business in a number of other industries. This leads to politically-inspired rather than strictly business decisions in many instances.

Another difficulty for a company operating in India is the country's severe shortage of hard currency. This problem occurs not only when purchasing plant equipment but also when buying replacement parts and raw materials. There are instances where factories had to curtail production because it took so long to obtain import licenses.

India is a country of extremes and contrasts. Thus, it is not surprising to find modern, well-equipped plants operating alongside others which could not exist in a competitive society. Most are quite small by U.S. standards and small compared to the needs of India's huge population, but comparable in size to plants in some other less-developed nations. With few exceptions, general plant maintenance and house-keeping is substantially below U.S. standards.

India has a great need for technology and modern management techniques which it can only get through collaboration with business in more highly developed countries. The United States, which is second only to Britain in private investment in India, has a real opportunity to contribute to the growth of this vital sub-continent, and to do it profitably.

American companies already operating in India are generally satisfied, making a profit and planning expansion. Most insist that effective management control, if not financial control, is vital for at least the first few years after a plant is started.

Because of the many uncertainties, the long, drawn-out procedures and the degree of Government control over business, India is not yet a very favorable place for a small company to invest. But a large company with experience in international operations, which can afford the obvious risks, has an excellent opportunity to get in on the ground floor in a rapidly expanding market.

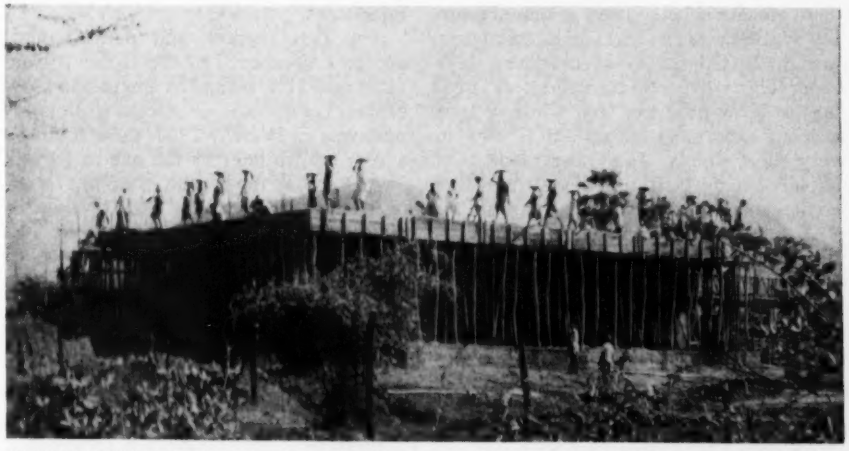
To paraphrase a saying among foreigners in India: "One cannot afford to do business in India, but also one cannot afford not to".

Inorganic chemicals

The inorganic chemical industry is off to quite a good start in India. It now produces about 750,000 tons of sulphuric acid, 250,000 tons of soda ash and almost 200,000 tons of caustic soda per year. There is a surplus of chlorine and various efforts are underway to find suitable outlets for it. Production is adequate for present needs of calcium carbide, hydrogen peroxide, bleaching powder and quite a number of inorganic salts.

Much of the necessary basic inorganic chemical technology is available, but the industry needs certain specialized know-

INDIANS STUDY U.S. techniques at the Business Information Center in the Madras Consulate-General.



INDIAN WOMEN CARRY construction materials at a new factory site located in the Trans-Thana Industrial Estate near Bombay. Some Indian techniques are ancient, but they always seem to get the job done.

AND STILL THEY READ, this time at the Business Information Center in the U.S. Consulate-General in Calcutta, where American trade periodicals are made available to interested Indian businessmen.

how, modernization and improved efficiency. Several firms are seeking the know-how to manufacture sodium and sodium hydrogen sulphide, magnesium and barium salts, bromine, bromides, phosphoric acid, phosphorus and industrial gases. These offer opportunities for licensing and foreign investment.

Organic chemicals

The need for organic intermediates, most of which are now imported with scarce foreign currency, is large and growing rapidly. At present alcohol and carbide-based acetylene are the chief raw materials. The former, produced by fermentation of molasses from the numerous sugar refineries, is the starting material for acetone and ethylene.

Acetylene is being used in manufacturing synthetic resins and some insecticides are made from coke-oven-derived benzene. Thirty-five million gallons of alcohol are now produced and while it once was an exportable surplus, it is now in very short supply. This is aggravated by an inadequate distribution system which creates local shortages and surpluses.

A number of new plants are under construction or planned. This includes a 33,000-ton per year methanol plant, several phthalic anhydride units and plants for the manufacture of nitrobenzene, aniline, phenol and others.

The greatest challenge for India's chemical industry lies in the immediate future, offering great opportunity to American companies to participate in the development of a substantial petrochemical industry.

The Government plans to expand the existing oil refining capacity of about 200,000 barrels per day to about 500,000 barrels by 1971. New refineries will be located at Koyali, near Baroda, in the State of Gujarat, in Madras, Calcutta and Barauni, in Bihar. Each of these, as well as the existing two refineries in Bombay, will also have a naptha cracker.

The petroleum refineries will be wholly- or majority-owned by the Indian Government and a decision is expected soon on the degree of private capital participation in the crackers and certain subsequent operations.

The first cracker and petrochemical complex, sponsored by the House of Mafatlal and 51% owned by the Indian Government, will come on stream in Bombay next year or in early 1967, to be followed a year or two later by the one in Koyali.

At Bombay the Nocil Group has developed a program using 60,000 tons of ethylene, 35,000 tons of propylene, 14,000 tons of benzene and 7,200 tons of butadiene.

The plan includes the manufacture of 20,000 tons of linear polyethylene, 20,000 tons of polyvinyl chloride, 12,000 tons of polyvinyl acetate, 12,000 tons of ethylene oxide, 11,000 tons of acetone, of 2-ethyl bexanol, butanol and others.

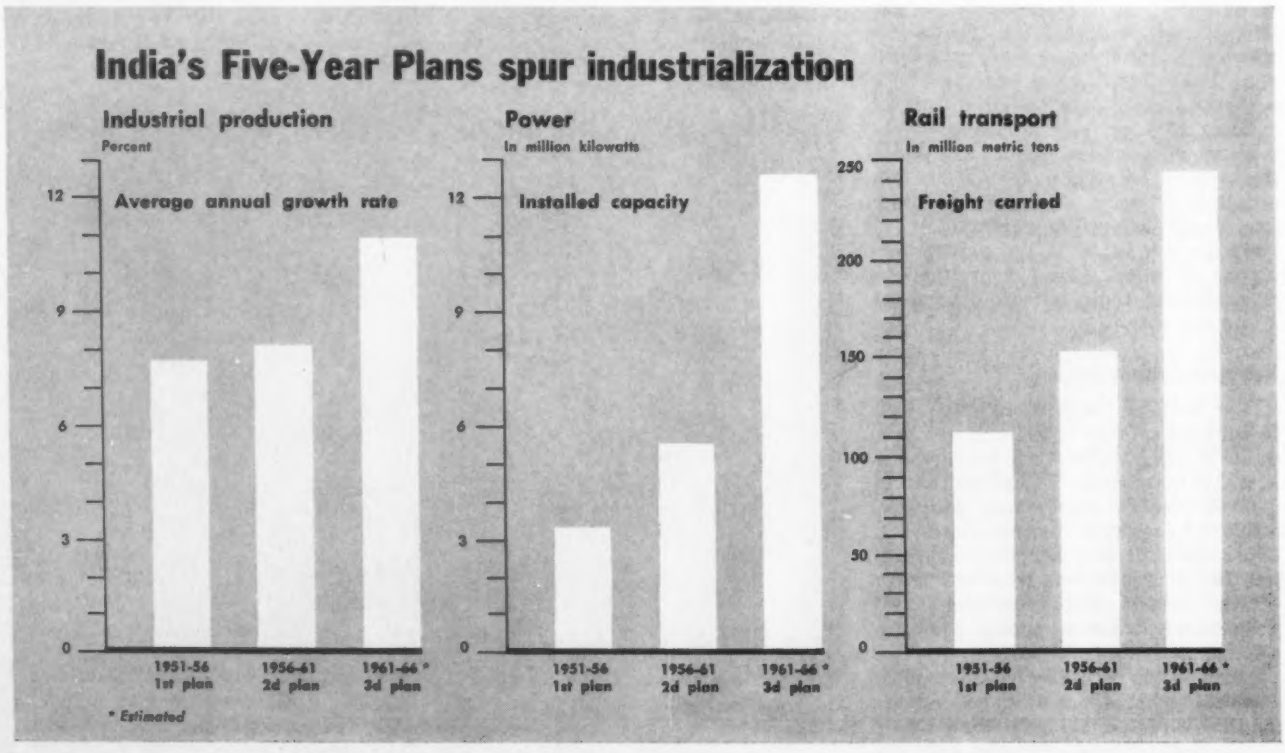
Foreign collaborators have already been found for some of these products. The field is wide open for the further processing of these products and there is considerable interest among Indian industrialists in entering collaboration agreements with foreign firms, employing technology not now available in India.

The Maharashtra State Industrial Development Corporation is developing a special area suitable for chemical operations near the two refineries, where all necessary utilities, roads, sidings and employee housing will be provided, as well as a number of special incentives and concessions.

Koyali complex

Plans for the Koyali petrochemical complex are not as far advanced as in Bombay but, in addition to 80 to 100,000 tons per year of ethylene, it will probably produce 35,000 tons of benzene, 13,000 tons of o-xylene and 10,000 tons of p-xylene, as well as styrene, butadiene and acrylonitrile. Interest in collaboration with American firms has been expressed for a wide range of products in addition to those planned for Bombay, including caprolactam, nylon 6, DMT, polyester fiber and acrylics.

Planning for the other projected petrochemical centers is at a much earlier



stage. Benzene, toluene and xylene production is being considered at Barauni for 1969 and either Madras or Calcutta should begin petrochemical production by 1971. U.S. companies seeking joint ventures in India should have no difficulty locating interested Indian partners.

Fertilizers

India's greatest chemical need is probably fertilizer. Present fertilizer consumption is well below world standards, and the need for vastly greater food production is critical. India uses only one kilogram of nutrients per acre, against 110 in Japan, 80 in Great Britain and a world average of nine.

Nitrogen consumption is about 600,000 tons, almost half of which is imported. It is estimated that by the end of the Third Five Year Plan in 1966, Indian nitrogen production will reach 450,000 tons, far short of the 800,000-ton target. During the Fourth Plan, which will end in 1971, it is planned to raise nitrogen fertilizer production to the 2.2 million tons India needs to achieve agricultural self-sufficiency.

Various schemes are being pursued to achieve this gigantic increase. The most far-reaching and important one for the Indian economy is a $400 million proposal now being negotiated between Bechtel Corporation of America and the Indian Government, calling for the construction of five fertilizer plants, each with a capacity of 200,000 tons of nitrogen per year, using natural gas, refinery gas or naphtha as the raw material and producing mainly urea and complex fertilizers. The plants will probably be built near the previously mentioned refinery and petrochemical complexes.

Demand for phosphate and potassium will also increase sharply. Both are imported. There are no known phosphate deposits in India, but a part of the potassium requirements may be met by recovery of potassium chloride from the mother liquor of the solar evaporation salt process.

Man-made fibers

This is still a very young industry in India. The first rayon plant began production in 1950, nylon in 1963 and polyester in 1965. Per capita cloth consumption in this population of 475 million is 17.5 yards, of which about 10% is man-made fibers. This is produced on 70,000 power looms and 100,000 handlooms. By 1970, with a projected population of 550 million, the Government is planning to raise fabric consumption to 20 yards per capita, of which 15% is to be man-made.

India produces 75 million pounds per year of rayon filament yarn in eight plants, 88 million pounds of rayon staple in two plants, 4 million pounds of acetate filament yarn in one plant, and less than 2 million pounds of nylon 6 in two plants, from imported caprolactam. A 4.5 million-pound polyester fiber plant, using imported DMT, has just come on stream. In addition, 6.5 million pounds of rayon tire cord are manufactured for the 2.5 million tires built last year.

Because of the unavailability of wood pulp and the limited supply of cotton linters, and the poor outlook for the future supply of these materials from local sources, the growth potential for cellulose fibers is limited. Therefore, production of synthetic fibers from petrochemicals is being emphasized.

Rayon output

By the end of the Fourth Plan in 1971, rayon filament capacity is expected to be 130 million pounds per year, rayon staple 200 million, rayon tire cord 45 million, and acetate yarn 33 million pounds. At the same time, industrial licenses are to be issued for an increase in nylon 6 capacity to 62 million pounds, of which almost half is to be tire cord. Tire production is to be tripled by 1971.

Polyester fiber production is to be expanded to 66 million pounds, and 45 million pounds is the 1971 target for acrylics. The difficulty of supplying raw materials caused the Indian Government to decide against manufacturing nylon 66 in the foreseeable future.

The field of synthetic fibers is a fertile one for American manufacturers. Several requests for technical and financial collaboration were received, especially for nylon 6, but also for polyester and acrylic fibers.

India's plastics industry is still in its infancy. Two small plants produce 29 million pounds per year of conventional polyethylene from alcohol, two others make 22 million pounds of polyvinylchloride from carbide-based acetylene, and there is one 15 million-pound polystyrene producer, giving a total domestic production of 66 million pounds.

This is supplemented by the importation of 8 to 9 million pounds of these resins, as well as all specialty resins. The future availability of petrochemicals is causing producers to switch to these raw materials and increase their capacity.

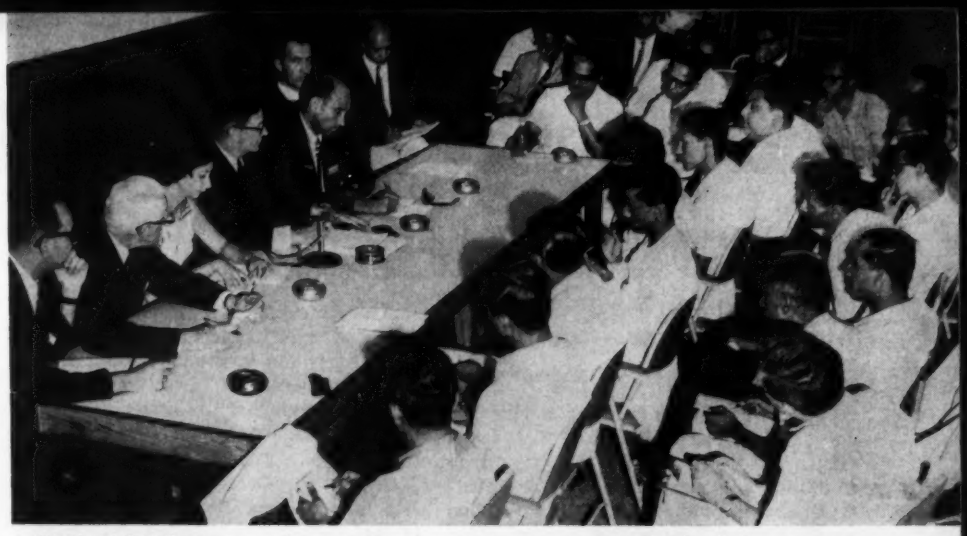
Plan targets

There is also interest among several Indian industrialists in technical and financial collaboration agreements to reach the targets set by the Government for 1971 of an increase in annual commodity plastics production to 520 million pounds (220 million pounds each for polyethylene and polyvinylchloride, and 80 million pounds of polystyrene).

Polypropylene is not now being planned, as the uncommitted propylene supply may be inadequate before the next decade. Among specialty plastics there is interest in know-how for the manufacture of methyl methacrylate and some thermosetting resins.

Several plastic conversion operations are making all types of consumer products and industrial items such as radio cabinets, air conditioner grills and refrigerator parts. The Mission saw at least one excellent, modern and efficient operation, comparable with the best in the United States, which manufactured not only kitchen and household ware but also some very intricate precision assemblies for the Indian Army.

Some producers fear that the severe shortage of foreign currency and the subsequent difficulty of importing extrusion and molding equipment, may keep plastic consumption behind the planned expansion of synthetic resins.



A PRESS CONFERENCE gives Indian reporters the opportunity to question Trade Mission members.

Indian Investment Centre in New York

By M. GOPALA MENON
Director, Indian Investment Centre

When American companies wish to study a foreign country as a possible site for overseas investment, they look for a single, authoritative source of information and assistance. The Indian Investment Centre (IIC), a semi-official, nonprofit, service organization established in 1961, is such a source. India is keen to attract an increasingly larger participation of American private enterprise in its industrial development, and the IIC was conceived as a link between business enterprise in India and abroad. A pioneer institution, by now its role as an international "matchmaker" is well established.

The IIC is headquartered in New Delhi. It has an American office at 708 Third Avenue, New York, N.Y. 10017, besides a European office in Dusseldorf, Germany. My colleagues and I operate out of New York, but we regularly visit key industrial centers in the U.S. We work with commercial banks and organizations of business and industry to bring our services to the doors of companies in different regions. We also work with the U.S. Department of Commerce which, through its field offices, brings us together with interested parties in all parts of the U.S.

Economic information

The IIC furnishes U.S. corporations with current information on economic conditions, laws, procedures and specific opportunities relating to business investments in India, and also assists company studies of specific investment proposals. It helps interested American companies in locating suitable Indian partners for setting up joint ventures in India, believing at the same time that "industrial matrimony" is a matter of free choice for the parties concerned. But it does bring the two parties together and offers guidance and assistance in formulating the terms of joint venture participation in the light of the Indian Government's policies and priorities.

The Centre can help U.S. businessmen in a number of ways, the exact form of assistance being determined by the specific requirements of companies or individuals. For example, following a preliminary meeting in Chicago, a Midwest steel firm approached the Centre in New York regarding investment opportunities in India. After a frank discussion of the specific proposal of the firm and the potential market for its products in India, the Centre forwarded the proposal, along with product catalogs of the firm, to the New Delhi office. The technical advisers at the headquarters collected and supplied the firm with basic data, including current industrial capacity, level of production, demand and prices, and cleared specific questions raised by the American company. The Technical Advice Division also informed the company of the availability in India of machinery, component parts, raw materials, trends in technological development and current programs which had a bearing on the proposed enterprise.

After going over this data, the company sent its representatives to India for an on-the-spot study. My office helped program the meetings in India, so that the company officials could use their time to best advantage. In New Delhi the company representatives held discussions with officials of the Centre on various aspects of their proposal, as well as on the Government's policies and possible terms of collaboration.

On the request of the company representatives, the IIC furnished the names of several Indian companies as possible partners in a joint venture, the final choice of partner being left to the foreign firm.

MENON

the author

M. Gopala Menon is a diplomat with extensive business experience. He received a degree from Madras University in economics, political science and law, has served with the marketing department of Standard-Vacuum Oil and with the Indian Coffee Board and with the Ministry of Food and Agriculture. In 1947 he became Under Secretary in the Ministry of External Affairs and later became the Secretary General of India's UN delegation. He became his country's Consul General in New York in 1956 and in 1961 assumed his present position as Resident Director of the Indian Investment Center.

The Centre introduced the representatives to Indian firms with whom they had discussions regarding the terms of technical collaboration and financial participation. The Industrial Promotion Division assisted in preparing the joint venture proposal and developing the information necessary to make it ready for serious consideration. The Financial Analysis Division supplied information on company finance, financial structure of the proposed joint enterprise and all matters relating to corporate and personal taxation. It also helped in investigating the credit standing, integrity and business experience of the Indian parties for the benefit of the American firm.

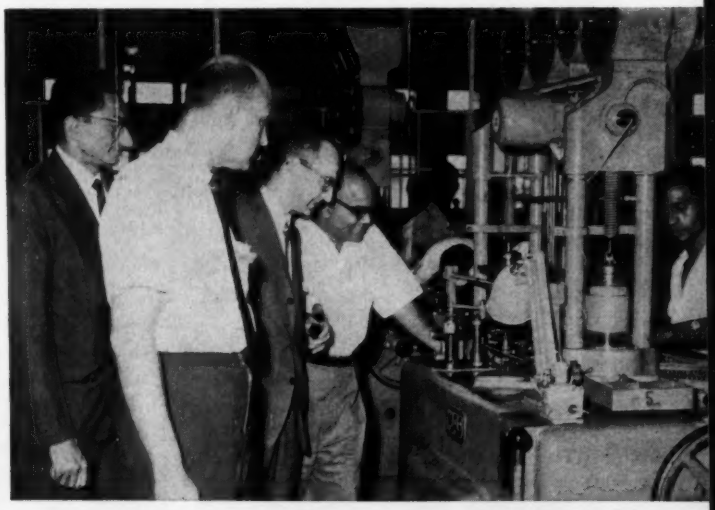
The Centre also introduced these representatives to officials in the Government departments concerned and expedited negotiations. On their return to the United States, the New York office helped the company officials in preparing their report. Later, on the invitation of the Board of Directors of the company, the IIC officials discussed with them various aspects of investment in India and assisted them in arriving at a decision.

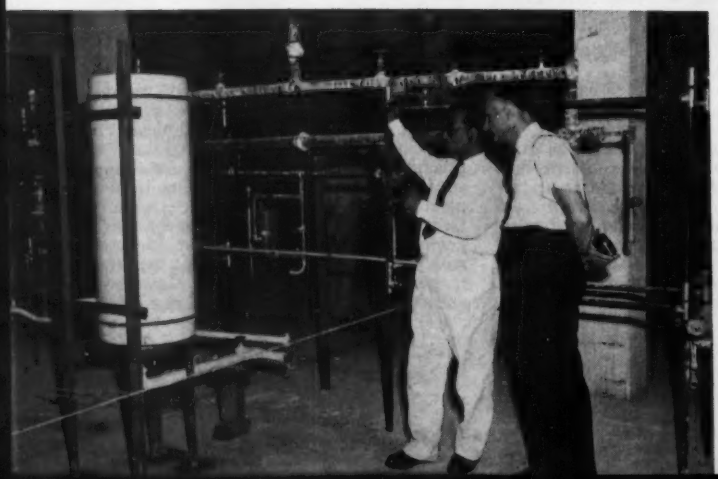
Provided legal aid

When the Board decided to invest in India, the Centre assisted in the preparation of a draft agreement, and the Legal Division in the New Delhi office helped in finalizing details of capital structure. The draft agreement was submitted to the Government of India for approval, and the Centre assisted the American company in its discussions with the Government. It took about four months for the proposal to develop into a joint venture agreement. All the services rendered by the Centre and the company's correspondence and discussions with it were treated in strict confidence.

Mission visits Indian factories

Members of the U.S. Investment and Industrial Development Mission to India spent a considerable portion of their time in India visiting factories and plants offering investment and joint venture opportunities. In some cases inspection trips were made so that Mission members could report on equipment facilities in use. Many plants opened their doors to the visitors.





U.S. MISSION TO INDIA

Over 200 proposals

Indian businessmen send delegation away with over 200 joint venture, licensing offers

A successful first U.S. Investment Mission to India has returned with numerous proposals for joint ventures, requesting U.S. technical know-how and financial collaboration to cover costs of U.S. machinery and equipment.

Many projects of major significance have been proposed with one estimated at $17 million.

Indicative of India's growing industrialization are the large number of proposals aimed at expansion of existing plants, some only recently completed but already requiring a substantial increase in productive capacity.

The whole range of industrial activity is covered by the over 200 leads listed in this special issue. Licensing and joint venture proposals range from farm power sprayers and machine tools to micrometers and industrial furnaces.

By far the major proportion of these leads carry excellent documentation, making available a great deal more information than could be printed here. Such proposals are designated by a star after the address and the additional information can be secured by contacting the address listed in the shaded box "Investment Assistance."

Current World Trade Directory Reports, not available at present on a number of the Indian firms, are being prepared and can be ordered as described under the "Investment Assistance" heading.

Because of the large number of opportunities reported, it is requested that U.S. firms interested in following up any of these leads refer to the Interview Report (IR) number in any correspondence with the Indian firm or with the Department of Commerce. This number is shown in parentheses after the address of each firm listed.

1011 Iron ore mining

A joint venture with a U.S. investor interested in mining iron and manganese ores for export is sought by an Indian promoter. Capital required to initiate this project has been estimated at approximately $1.3 million. Plans call for production, transportation and export of 500,000 tons of ore annually through the Mormugoa Port. Volume is expected to double after five years. Equipment needed includes trucks, earthmoving equipment (bulldozers) and self-propelled barges some of which is available locally.

Write: Zantye and Co. Pvt. Ltd., Narsinha Prasad Altinho, Panjim, Goa, India.★ IR B104.

1211 Coal mining

Coal mining firm reputed to produce some of India's finest coal, seeks joint venture to sink two new pits at one of its main seams. Estimated project cost is $4 million, of which U.S. collaborator asked to supply capital for imported machinery totalling approximately $1.7 million. Daily production of 2000 tons on two-shift basis expected with third shift for overhaul, maintenance..

Write: Dhemo Main Collieries, Ltd., 2 Brabourne Rd., Calcutta 1, India.★ IR C83.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.

2000 Food products

Large flour miller seeks joint venture for production of biscuits, powdered skimmed milk, bread, and establishment of feed mills. Firm reports approval has been received by Indian Government to produce 3,000 tons of biscuits and 3,250 tons of powdered milk per year and a daily production of six tons of bread. Total cost for these projects is estimated to be $2.1 million. Firm is in need of financial participation and technical assistance from a U.S. miller. The U.S. capital would supply required foreign exchange to purchase necessary equipment from U.S.

Write: Century Flour Mills, Ltd., Madras, India.★ IR M8.

2011 Meat packing

Indian corporation interested in establishing meat processing plant seeks joint venture with U.S. firm. Details of the project to be worked out but technical know-how and the foreign exchange component would be required of the U.S. collaborator. Indian firm needs license from Government before project can be initiated.

Write: Binni Corp., P. 14 Mission Row Ext., Calcutta, 1, India.★ IR C123.

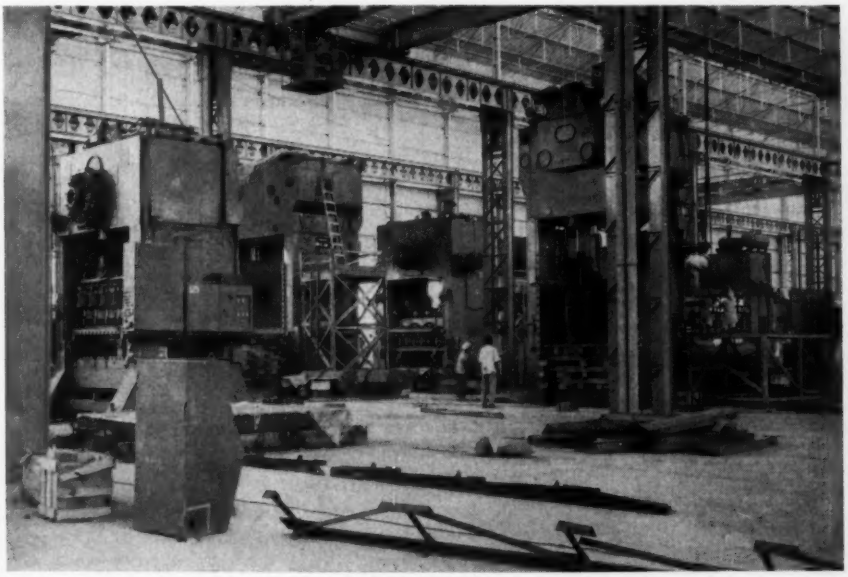
2015 Poultry processing

Firm engaged in raising and processing 150 birds a day seeks joint venture to obtain U.S. know-how and machinery to expand business. It needs processing equipment to handle 5,000 birds a day which reportedly can be sold in Calcutta. The fim requires hatchery equipment to handle 50,000 eggs to insure supply of birds. The firm has 30 acres of land 25 miles from Calcutta.

Write: Eastern Farm Products, 38 Kabir Rd., Calcutta 26, India. IR C72.

2020 Dairy products
2099 Instant coffee

To fully modernize its already substantial facilities and expand its product line into a widening market, a large manufacturer of dairy products, tea and coffee requests a joint venture with U.S. food processor experienced in these and similar food products. The firm, founded in 1890, with products and brand names well known in India, is willing to grant up to a 50% equity in the business to a joint venture partner capable of supplying the technical know-how and capital necessary for additional machinery and plants required for modernization and expansion. Furnishing U.S. technicians for some phases of the modernization might be necessary. Total cost of the project is estimated at around $1 million, with precise details of the joint venture arrangement to be negotiated. Headquarters and coffee plant are located in Bombay. The



AMERICAN-MADE PRESSES from U.S. Industries, Inc., are installed in Premier's Bombay plant.

concern has large dairies at Patna and Anand and operates a tea facility at Cochin, in a joint venture with another firm. The firm's plans call for modernization of the Bombay coffee plant by installation of automatic or semi-automatic machinery, furnishing the two dairies with equipment to salvage by-products from dairy effluents, and improving existing facilities for milk and cream collection. New facilities need to be constructed for an instant coffee plant, a chicory root dryer and pulverizer, an ice cream plant and possibly a cheese plant at the Patna dairy. The manufacture of condensed milk and possibly peanut butter has also been given consideration.

Write: M. P. Polson, Joint Managing Director, Polson, Ltd., 65 B Dockyard Rd., Mazagaon, Bombay 10, India.★ IR B49.

2030 Canning fruits, vegetables, sea foods

Indian firm connected with group of diverse industrial enterprises is entering the canned food business and would like a joint venture with an experienced U.S. canner to produce canned fruits, vegetables, sea foods. Total project cost estimated at $150,000. Technical know-how and equipment and machinery not available in India would be part of the U.S. partner's contribution.

Write: Chowgule & Co. (Hind), Ltd., India House, Fort St., Bombay 1, India.★ IR B42b.

2033 Canned fruits, vegetables, chutney

Joint venture sought by Indian food packing firm to set up a plant for processing fruit, vegetable products with annual rated capacity of 6,000 tons for which an industrial license has been obtained. Products would include canned fruits, vegetables, pickles, chutney, sauces, syrups. Technical know-how and approximately $480,000 from U.S. collaborator for procurement of imported machinery needed. Firm had booth at New York Fair last year and claims to have booked large orders for mango chutney and mangoes. Proprietor of this organization will be in U.S. in July.

Write: Harnarain Gopinath, Harnarain Gopinath Bldg., Khari Baoli, Delhi 6, India.★ WTD. IR D22.

2098 Macaroni

Distributor of industrial equipment seeks joint venture to set up plant for manufacturing approximately 200 tons daily of macaroni prepared with a tapioca base. The process developed at the Central Food Technology Research Institute at Mysore and the product is produced at the Institute on a pilot plant scale of one ton a day in rice shaped grains, short tubes and shells. Institute claims it contains almost twice as much protein as rice and is rich in minerals, vitamins.

Write: Eastern Equipment & Sales Ltd., New Asiatic Bldg., H-Block, Connaught Circus, New Delhi, India.★ IR D17.

2210 Woven fabrics

Large Indian industrial and commercial combine claiming over 40,000 employees, seeks joint venture in textiles primarily to produce fabrics for export. Company open to reasonable proposal from interested U.S. firms.

Write: J.K. Organization, Kamla Tower, Kanpur, India.★ WTD. IR D15a.

2211 Canvas

Indian tarpaulin, cordage producer seeks joint venture to manufacture canvas. Asks U.S. collaborator to finance procurement of imported machinery, some chemicals. Firm claims substantial resources but prefers starting with smallest economic productive unit possible.

Write: Gangadhur Banerjee & Co., Pvt., Ltd., Bakulia House, P.O. box 10308, Kidderpore, Calcutta 23, India.★ IR C32a.

2211 Cotton broad woven goods
2231 Wool broad woven goods

Manufacturer of cotton textiles seeks joint venture to obtain technical know-how to produce cotton and wool terreline. This large firm employing 2,400 reports it has received an industrial license from the Indian Government to put in 25,000 spindles and 500 automatic looms.

Write: Pulgaon Cotton Mills, Ltd., Pulgaon, Maharashtra, India. IR B121b.

2261 Finishers of broad woven fabrics of cotton

Indian producer of cotton yarn is interested in a joint venture with a U.S. firm to expand by adding facilities for silk and linen finishing cotton yarn. A rough estimate, of a $400,000 to $600,000 investment will be required to purchase U.S. equipment for the process. About an equal amount will be furnished by the Indian firm for plant expansion, additional working capital. Present plant, located on 80 acres near New Delhi, contains 124,000 sq. ft. of space, with 26,400 cotton weaving spindles. Future plans include addition of a cotton weaving plant to produce cloth for the manufacture of cotton garments for export. Suitable representation will be granted in the present company in fair relationship to the U.S. participant's contribution in dollar and technical know-how. The Indian company has been in business since 1957 and has approximately 800 employees.

Write: Rajasthan Spinning & Weaving Mills, Ltd., 23/24 Radha Bazar St., Calcutta 1, India.★ IR C38a.

2271 Carpets

A large Bombay enterprise, engaged in a variety of industrial fields including manu-

facture of cement, textiles, asbestos and paper, is interested in a joint venture with an experienced U.S. carpet firm to set-up and operate a carpet mill in the Bombay area. The firm is reported to have Government approval for the venture. In addition to financial participation, the U.S. collaborator would be expected to provide technical know-how. A total investment of approximately $2 million, is estimated, with 30% to 40% needed from the U.S. partner in dollars for the purchase of imported machinery. The firm anticipates the need for a few U.S. technicians for perhaps six months to get the new plant in production. It also states it would agree to a 50-50 split subject to government approval and claims the necessary local financing would present no problems.

Write: Shri Digvijay Cement Co., Ltd., Sri Niwas House, Waudby Rd., Bombay, India. IR B62.

2281 Nylon yarn
2821 Plastic material

An Indian firm with 1200 employees seeks a joint venture to enable it to expand production of polymerizing nylon chips from caprolactum from 60 to 765 tons and its spinning of nylon yarn from 15 to 60 tons a month. Financial participation of $600,000 would give the U.S. firm a 25% equity in the plastics business and a $250,000 investment would give a 12% equity in the nylon yarn operation. A 10-story polymerisation plant is nearing completion with commercial production scheduled for this month or May. Machinery, know-how and training for this operation, as with the spinning unit, is being supplied by a German firm.

Write: Garware Group, (Garware Plastics Pvt. Ltd.), Chowpatty Chambers, Sandhurst Bridge, Bombay 7, India.★ IR B106.

2299 Laminated jute bags

Indian firm of 200 employees manufacturing laminated jute bags using bitumen as adhesive seeks joint venture to modernize by installing direct extrusion coating facility. Technical konw-how, training and imported equipment are needed.

Write: India Burlap & Laminating Works, 8 Lyons Range, Calcutta 1, India.★ IR C50.

2499 Particle board

Indian promoter seeks joint venture to manufacture particle board from timber and waste material for use in construction and furniture industries. Total project cost estimated at $1 million and the U.S. collaborator would be expected to invest $450,000. Monthly production, based on three-shift operation, estimated at 500 tons.

Write: Particle Boards (India), Ltd., 152 Malcha Marg, Chanakyapuri, New Delhi 11, India.★ IR D10.

2514 Metal furniture

Production of simple steel furniture through a joint venture is proposed by an Indian firm currently making bicycles and assembling builders hardware. The firm proposes to fabricate items from steel tubes and sheets such as folding type tubular leg chairs, S type tubular leg chairs, and various types of tubular furniture for use in hospitals. Sufficient dollar exchange to purchase necessary imported equipment along with technical know-how and the use of some U.S. technicians is required of the U.S. partner.

Write: Abbasali Abdeali Haji and Sons, Haji Mansion, Amravati Camp (M.S.), India.★ IR M126c.

2621 Paper mill

Large Indian industrial and commercial combine claiming to employ over 40,000 persons seeks joint venture to expand its paper mill production from 18,000 tons to 48,000 tons annually. The planned expansion program is expected to cost about $17 million of which about $5 million will be needed for imported plant and machinery. The foreign exchange components are expected to be met partly through investment by the U.S. collaborator in share capital and partly by deferred payments.

Write: J. K. ORganisation, 11 Rabindra Sarani, Calcutta 1, India. WTD★ IR C20b.

Joint venture sought by Indian promoter proposing formation of a company to manufacture insulating, coated, grease-proof, printing and writing paper. Total project estimated to cost from $2 to $3 million of which about $1 million is needed in dollar component to finance procurement of imported machinery. A daily production of 40 tons is planned. Extent of participation by U.S. collaborator to be negotiated.

Write: West Bengal Paper and Pulp Co., Ltd., 1 Lindsay St., Calcutta 1, India.★ IR C23.

Tissue paper manufacturer seeks a joint venture to produce grease-proof paper and establish a paper conversion unit to make tissue products including paper napkins and handkerchiefs. Total cost of grease-proof paper project estimated at $3.5 million with U.S. collaborator to furnish about $1.9 million. Cost of the paper conversion unit is estimated at $120,000 with the U.S. share about $50,000. Production of five tons of grease-proof paper a day on a three-shift basis, 150,000 paper napkins and toilet tissue and 100,000 tissue handkerchiefs per day is proposed.

Write: Bombay Paper Mfg. Co., 109 Shaikh Memon St., Bombay 2, India.★ IR B48.

2641 Waxed paper

Indian paper converting firm producing two tons of waxed paper per eight hour shift seeks joint venture with U.S. company to expand production. Technical know-how, some new equipment needed.

Write: Crescent Paper Waxers, Kent House, P-33 Mission Row Ext., Calcutta 13, India. WTD★ IR C52.

2642 Envelopes

Bombay manufacturer and distributor of office supplies including typewriter ribbons, carbon papers, stencils, ball pens, staplers and inks is interested in a joint venture with a U.S. firm to produce items related to its present products, such as envelopes and diaries which could be sold effectively by present sales organization. During 1964, this firm reported sales of $2 million.

Write: Kores India, Ltd., Haines Rd., Worli, Bombay 18, India. WTD. IR B32a.

2645 Chipboard

Firm with various industrial interests, member of the Birla group of industries, seeks a joint venture to establish plant to produce 21,000 tons of chipboard annually. Adequate timber supplies assured. Together with chipboard plant, lamination plant, veneering unit, and shop to manufacture the necessary glue resins proposed. A capital investment of $4 million is estimated. The U.S. collaborator would be asked to furnish approximately $1.3 million for procurement of imported machinery along with technical know-how. The project is estimated to yield an after-tax return of about 12% on the total invested capital.

Write: Jay Shree Tea & Industries, Ltd., India Exchange Pl., Calcutta 1, India. WTD.★ IR C105.

Manufacturer of cork products in Madras seeks joint venture with U.S. company to produce 7,500 tons of chipboard a year from indigenous waste wood. Total investment is estimated at approximately $1.2 million, of which about $800,000 will be needed for imported machinery. The Indian firm plans to convert its present partnership into a stock company offering prospective U.S. partner equity for its capital and technical know-how. According to the Indian company, it expects a return on investment of at least 25% after taxes.

Write: N. S. Bhatt, Managing Partner, Cork Industries, P.O. box 2631, Madras 32, India.★ IR M28.

2649 High pressure laminates

Joint venture sought by Indian exporter to manufacture high pressure decorative laminates. Technical and financial participation requested from U.S. collaborator in return for equity. Approximately $820,000 needed for project with Indian firm prepared to invest half of amount.

Write: Himalayan Exporters, 5/22-B Roop Nagar, Delhi 6. WTD.★ IR D6.

2654 Paper cups

Bombay importer and manufacturer of such paper products as cups, trays and doilies is interested in a joint venture with an experienced U.S. firm to permit expansion. Total investment is estimated at $500,000. Used machinery and equipment to make paper cups provided by the U.S. partner would be acceptable as part of its equity in the venture. According to the firm, tentative plans are to direct 75% of production to the domestic market and 25% for export. Required raw material is available locally.

Write: Baker & Co., Pvt., Ltd., opp. Crawford Market, Oomrigar Bldg., Bombay 3, India. IR B16.

2661 Wallboard

Manufacturer of sugar and ethyl-alcohol in Bombay is seeking U.S. collaboration to manufacture wallboard from bagasse on a joint venture basis. The Indian company produces about 70,000 tons of bagasse a year and proposes to establish a wall-board plant with a 30-ton capacity per day based on three shifts. Total cost of the venture is estimated at approximately $1.2 million, of which the U.S. partner is expected to provide about $525,000, mainly for imported machinery and equipment. Technical know-how and the services of U.S. technicians will also be needed. The firm has the entire rupee requirement needed for the project and a letter of intent is expected shortly from the Indian Government. According to the firm, only one company produces this board in India. Its capacity is not known but it reportedly cannot meet the growing demand.

Write: Manohar P. Limaye, Officer, Special Developments, Maharashtra Sugar Mills, Ltd., Industrial Assurance Bldg., Churchgate, Bombay 1, India.★ IR B115.

THREE COMBINES ALL in a row make harvesting easier. Tractors, sprayers and other farm implements, along with technical know-how, are in demand.

Large Indian firm with varied industrial interests including a sugar refinery seeks to utilize bagasse in the manufacture of wallboard through a joint venture with a U.S. investor. Cost of the project is estimated at $2.25 million. The U.S. partner would be asked to put up $1 million in dollars to purchase necessary imported machinery, most from Germany and Europe and only a small amount from the U.S. Once the plant is in production an output of 50 tons daily on a three-shift basis is planned.

Write: K.K. Kanoria, New City of Bombay Mfg. Co., Ltd., 63 Chinchpokli Rd., Parel, Bombay 33, India.★ IR B18.

Large and financially strong Indian company with diversified industrial holdings seeks a joint venture or license to produce 2,000 tons of chemically impregnated fiber board and fiber board drums annually. Jute stick raw material is readily available. A total capital investment of about $600,000 is estimated. Joint venture, offering equity participation for technical know-how and financial contribution preferred.

Write: R. Sen & Co., 10/1 Elgin Rd., Calcutta 20, India. WTD. IR C 48b.

Joint venture to establish hardboard plant of 15,000 tons annual production sought by one of India's largest diversified industrial firms. Estimated total cost of project $3.75 million of which approximately $1.25 million is asked of the U.S. collaborator. Indian firm anticipates no problem in raising remaining capital or in obtaining required industrial license from the Indian Government.

Write: J.K. Organisation, 11 Rabindra Sarani, Calcutta 1, India. WTD.★ IR C 20c.

2732 Book printing

Book importer, wholesaler, and publisher desires a joint venture with U.S. firm to establish a complete printing and binding plant to produce books, periodicals and packaging materials by letter press and offset. The Indian company states it is in position to invest a total of $100,000 and believes that an additional $60,000 will be needed from the U.S. partner to meet the cost of imported machinery and equipment. Know-how also will be required.

Write: Jaico Publishing Co., 121 Mahatma Gandhi Rd., Bombay 1, India. WTD.★ IR B13.

2761 Business forms

Owner of a printing plant employing 100 seeks a joint venture to manufacture business systems and continuous forms. The U.S. partner would be asked to supply technical know-how and the dollar exchange for needed imported equipment .

Write: Printwell, Laxmi Mills Estate, Bombay 11, India. IR B56.

2761 Business forms, manifold
3571 Computing, Accounting machines

Large Calcutta manufacturer of office machines is interested in a joint venture with a U.S. firm to produce carbonized business forms, adding machines, calculating machines and cash registers. The firm is a member of one of the largest industrial combines in India. Total cost of the venture is estimated at $630,000, half of which is expected from the U.S. partner to finance the cost of imported machinery and equipment. Technical know-how and the services of the U.S. partner's technicians are also needed in addition to licenses to utilize patents and designs. A letter of intent has already been issued by the Indian Government.

Write: J.K. Business Machines, Ltd., 2 Mango Lane, Calcutta 1, India. WTD.★ IR C4.

2813 Industrial gases

Producer of gears, generators and welding equipment seeks license or joint venture for the manufacture of oxygen and acetylene. Firm is primarily interested in obtaining technical know-how.

Write: Industrial Gases, 138 Canning St., Calcutta 1, India. WTD.★ IR C77a-2.

2815 Phthalic anhydride

A joint venture to enable production of 3000 tons annually of phthalic anhydride (PA) is sought by an Indian firm which manufactures phthalate plasticizers. The firm has 85 employees. A maximum dollar investment by a U.S. partner has been roughly determined at $700,000 with the total project cost estimated at $1.5 million. Approximately $1 million of total cost will be needed in dollars but the firm's present Japanese partner is expected to supply the difference. Technical know-how is also required. Phthalic anhydride, now entirely imported, supplies the main raw material for the products of the company.

Write: Indo-Nippon Chemical Co., Ltd., Allice Bldg., Dr. D. Navroji Rd., Fort, Bombay 1, India.★ IR B109.

2818 Industrial chemicals

A joint venture with a U.S. pharmaceutical manufacturer to make fine chemicals including chloramphenical, barbiturate and chloroform is sought by an Indian pharmaceutical producer. The company will contribute land, buildings and rupee capital to the enterprise and seeks technical know-how and capital from the U.S. partner to cover the cost of imported machinery and equipment. No total project cost has yet been estimated.

Write: Lyka Labs, Subhas Rd., A, Vile Parle, E., Bombay 57, India.★ IR B98.

Manufacturer of steel office furniture seeks joint venture to diversify into production of furfural using waste from sugar cane stalks. Firm has $300,000 to $400,000 to invest; seeks a like amount from U.S.

firm, and claims there is a good export market for furfural.

Write: Dwivedi's Steelmade, Pvt., Ltd., 230 Dr. Annie Besant Rd., Worli, Bombay 18, India. WTD.★ IR B9.

A manufacturer of oxalic acid in Baroda seeks a U.S. joint venture partner to assist in expansion. Present production from the existing plant is not quite 300 tons a year as the firm is unable to obtain a sufficient amount of the basic raw material, caustic soda flakes. The firm is anxious to switch to a process that would enable it to use the readily available liquid form of caustic soda. Dollar financing for any equipment imported from the U.S. and the technical know-how needed for the new process would be required of the U.S. partner. The Indian Government has reportedly issued a license to the firm for the production of 1260 tons of oxalic acid per year. According to the company, it has sufficient land, power and plant space available at its present site for expansion. The firm reportedly is the only one in India manufacturing oxalic acid at present.

Write: S.M. Patel, Director, Newasarwa Chemicals, Industrial Rd., Baroda, India. IR B89.

An Indian chemical and pharmaceutical company now manufacturing saccharine, disinfectants, insecticides and similar items wants a license to provide the technical know-how to manufacture ortho Toluene Sulphonamide. The company is prepared to work out project details and costs with interested U.S. firms.

Write: Standard Chemical and Pharmaceutical Co., Atlas Mills Reay Rd., Bombay 10, India. IR B74.

A joint venture is sought by an Indian chemical company to manufacture 750 tons of formic acid, 1,000 tons of oxalic acid and 1,000 tons of melamine a year from coal gas and ammonia which will become available from the Government's fertilizer factory in Durgapur. A total investment of approximately $2 million is estimated, of which about $200,000 is asked of the U.S. collaborator to finance imported machinery. Technical know-how is also to be a part of the U.S. firm's contribution. The firm is prepared to negotiate equity division.

Write: Perfect Chemical Industries, Pvt., Ltd., 195/1/1 M.G. Rd., Calcutta 7, India.★ IR C107.

A New Delhi firm seeks financial and technical collaboration for production of citric acid by fermentation of sugar cane blackstrap molasses. It plans to produce 2000 tons of citric acid a year on a continuous three-shift operation. The firm will accept a joint venture arrangement. Total cost of the proposed plant is approximately $1 million. According to the Indian firm, current demand for citric acid is about 4000 tons per year with about 800 tons a year now being imported. The firm presently produces hydrogenated vegetable oils, soaps, and processes textiles. It has been in operation since 1940 and has 650 employees.

Write: Amrit Banaspati Co., Ltd., G.T. Rd., P.O. Amrit Nagar, Ghaziabad, U.P., New Delhi, India.★ IR D46.

Annual production of 10,000 tons of saccharine to sweeten soft drinks is the object of a joint venture proposal made by a producer of carbon dioxide gas. The firm, which distributes its CO_2 through 500 dealers for use in bottled beverages, seeks U.S. technical know-how and capital. It reports that almost all of the soft drinks produced in India contain saccharine rather than sugar, and there is a great shortage of saccharine in the country.

Write: South India Carbonic Gas Industries, Ltd., Dhun Bldgs., 275/1, Mount Rd., Madras 2, India. IR M11.

A joint venture or license is sought by one of India's largest industrial groups to produce 10,000 tons annually of vinyl acetate of which 6,000 tons will be converted into polyvinyl acetate and 3,000 tons into polyvinyl alcohol. No detailed plan has been prepared but the firm seeks technical know-how and engineering drawings for which it is prepared to offer equity. Company is able to finance entire project and to produce needed machinery in its own machine works. Foreign exchange requirement is minimal. It is, however, prepared to accept capital participation if desired by U.S. collaborator. According to the firm, markets for products are assured and a profitable operation should be relatively easy to achieve. The present manufacturing activities of this firm include cement, sugar, industrial alcohol, and machinery for sugar, cement and chemical industries.

Write: K.C.P., Ltd., 38 Mount Rd., Madras 6, India. WTD. IR M9.

2819 Bromine, fluorine

A leading company in the production of heavy chemicals in South India seeks technical know-how and financial participation of $500,000 to $1 million to produce fluorine, bromine and organic derivatives primarily for pesticides and insecticides. Firm which produces caustic soda, chlorine, and vegetable oil products is building a solar evaporating salt plant in which it will isolate potassium chloride, magnesium salt and bromines. It has received letter of intent from Indian Government for annual production of 360 tons of bromine, 360 tons of ethylene bromine, 700 tons of fluorinated hydro-carbons, and states it can obtain letter of intent for other products.

Write: Mettur Chemicals & Industrial Corp., Ltd., Mettur Dam R.S. (Madras State), India.★ WTD. IR M38a-M38b.

Indian manufacturer of alumina ferric, iron free alum, sodium aluminate and calcium chloride seeks joint venture with U.S. firm to expand chemical production. No detailed plans as to desired products or estimated costs have been determined but firm is prepared to negotiate any reasonable offer with an interested U.S. chemical company.

Write: Chotonagpur Engineering Works, Ltd., 180 Mahatma Ghandi Rd., Calcutta 7, India.★ IR C96b.

Newly-established chemical firm, a member of a large group of firms in operation in India for 40 years, seeks a joint venture with a U.S. chemical firm to produce aluminum chloride and possibly benzene hexachloride, polyvinyl chloride, insecticides and pesticides. An identical license has already been issued by the Indian Government for production of 3,000 tons of aluminum chloride per year at an estimated cost of $315,000. Plans for the production of 3,000 tons of benzene hexachloride per year at an estimated cost of $480,000 have also been completed. Details have not yet been developed on plans to produce polyvinyl chloride, insecticides,, and pesticides. The firm seeks technical and financial participation to the exent of foreign exchange requirements needed for imported machinery and equipment. Equity participation commensurate with capital and technical know-how will be allowed the U.S. partner.

Write: Kanoria Chemicals & Industries, Ltd., 9 Brabourne Rd., Calcutta 1, India. IR C35.

Producer of sodium bichromate and by-products will expand production to 1800 tons annually and seeks a joint venture with experienced U.S. firm. Total project cost estimated at $300,000 with U.S. collaborator to supply $150,000 for 49% equity. Plant, with 47 employees now in operation near Calcutta.

Write: Advani, Pvt., Ltd., 3-9 Garstin Pl., Calcutta, India. IR C2.

2821 Polyester fiber

A large diversified Indian firm with about 1,000 employees seeks joint venture to establish plant to produce six tons of polyester staple fiber daily. For this production the capital requirement is estimated at $6 million of which approximately $2 million foreign exchange will be necessary to procure new machinery. Equity participation is to be negotiated on the basis of the capital and technical know-know contributed. The Indian firm has received a letter of intent approving the projected production.

Write: T.N.K. Co., 498 Mint St., Madras 3, India. WTD.★ IR M29.

Joint venture sought by Indian manufacturer's representative to produce vulcanized fiber material for making suit cases, card cans, doffing skips, similar containers for textile and jute mills and other industrial accessories. Project cost estimated at about $200,000 with a starting production of 1½

THIRST QUENCHING TECHNIQUE is employed by Indian laborer for bricks during the hot afternoon.

tons per light-hour shift. Approximately $40,000 is needed from U.S. collaborator for procurement of imported machinery and raw material.

Write: Geepeekay Enterprises, Mandelia Rd., Kamla Nagar, Delhi, India.★ IR D19.

A joint venture is sought by a Calcutta importer and producer of textile mill stores and accessories to produce vulcanized fiber sheets including body paper for the textile and electrical industries. Total project cost is estimated at $1.4 million with U.S. collaborator's contribution set at approximately $600,000 plus technical assistance. Annual production of about 3,000 tons on a single-shift basis is planned.

Write: Spartex P., Ltd., P-15 New C.I.T. Rd., Calcutta, India.★ IR C21.

An experienced manufacturer of centrifugal pumps, electrical motors, steel forgings, and plastic buttons plans to enter the chemical field on a joint venture basis with a U.S. chemical firm to produce methyl methacrylate. Equipment needed for the proposed project is estimated to cost about $1.25 million. The Indian firm has a letter of intent issued by the Government and plans to produce approximately two tons of methyl methacrylate a day. Financial participation up to about 40% will be allowed by the Indian concern to its prospective U.S. partner. In addition, the U.S. firm is expected to provide technical know-how and possibly the services of its technicians.

Write: S. Kondasamy, Director in Charge, Madras Forgings & Allied Industries, (CBE), Ltd., Coimbatore, India. IR M27b.

Technical know-how and possibly financial participation is sought by a Bombay manufacturer to produce polyvinyl formaldehyde. The firm, presently producing wire enamels, impregnating varnishes, and plastic reels, is interested in a joint venture or licensing arrangement with an experienced U.S. manufacturer of polyvinyl formaldehyde. The Indian firm, established in 1959, has 400 employees and is reported to be financially self-sufficient with all necessary machinery and equipment for the project. It is willing, however, to share equity in the proposed project with a U.S. collaborator.

Write: Madhusudan, Ltd., Chandivali, Kurla-Vihar Rd., Bombay 70, India. IR D52.

Joint venture or license sought by Indian organization to manufacture plastic foam. Total project cost estimated at $200,000 with U.S. collaborator to furnish about $80,000 for new machinery plus technical know-how. Indian firm states that raw materials and other production facilities are available locally.

Write: Newpack Industries, 33 Marine Lines, Bombay 1, India.★ IR B122.

A 100-employee firm manufacturing PVC vinyl moldings and castings by the rotational casting process seeks joint venture to produce foamed PVC both closed and open cell. In addition to technical know-how, the U.S. collaborator is asked to invest $80,000 of the proposed $200,000 initial capital investment. According to the firm, an annual production of 1200 tons is planned with a sales price of about $6,000 a ton.

Write: Plastifoams, Pvt., Ltd., 4 Meher Bldg., Chowpatty, Bombay 7, India. IR B53.

2833 Medicinal chemicals

Manufacturer of drugs, medicines and pharmaceutical preparations who wants to produce fine chemicals such as phenylbutazone, thiacetazone, lignocaine, benzocaium and paracept seeks a licensing arrangement or joint venture with an experienced U.S. manufacturer. While financial participation from the U.S. collaborator is welcome, technology alone on a continuing basis would suffice. The Indian firm claims to have $400,000 available for the project plus land, water and electricity and a technical staff but needs expert technical advice before a detailed project proposal can be assembled. Ahmedabad has been proposed as a plant site for the venture.

Write: Gujarat Pharmaceutical and Chemical Works, Asarwa, Ahmedabad 11, India. IR B75.

2834 Pharmaceuticals

An Indian manufacturer of principally ethical but some proprietary pharmaceuticals seeks a joint venture or license to produce fine chemicals and compounded drugs. The U.S. collaborator is asked to supply technology and imported equipment. The firm is prepared to contribute up to $500,000. No definite plans have been formed but an association with a large U.S. pharmaceutical manufacturer to produce its specialty is preferred. A modern factory fully equipped with machinery for manufacturing large quantities of tablets, liquids, ointments and granules is available. It may be necessary to construct a new plant, however, to manufacture some chemicals. While not technically oriented, the management is strong commercially with a nationwide sales organization.

Write: Indo Pharma Pharmaceutical Works, Pvt., Ltd., 83 Kohinoor Rd., Dadar, Bombay 14, India.★ IR B69.

An Indian pharmaceutical manufacturer seeks a joint venture for expansion with an experienced U.S. pharmaceutical manufacturer. The Indian company currently manufactures ethical and pharmaceutical compounds under license by foreign firms. It sells through distributors all over India, and has offices in four major cities. Total initial investment is estimated at $500,000 of which about $100,000 may represent U.S. participation. U.S. capital will be utilized to finance imports of equipment and machinery. In addition to capital, the firm is seeking technical know-how and the services of technicians. Further details may be obtained directly from the firm.

Write: J.A. Colaco, Director, Neo-Pharma, Pvt., Ltd., Kasturi Bldgs., J. Tata Rd., Bombay 1, India.★ IR B84.

An Indian pharmaceutical firm with 47 employees seeks a joint venture to manufacture sulfa drugs, antihistamines and anthelmintics. The U.S. partner would be asked to contribute a license and $40,000 for required new machinery and technical assistance. The firm now produces liquid orals, ointments and powders and has acquired machinery for uncoated tablet manufacture but believes some imported new machinery is needed. The company also produces insecticides and proposes to soon enter the cosmetic field.

Write: Varma Pharmacy, Pvt., Ltd., 1138 Sadashiv Peth, P.O. box 601, Poona 2, India.★ IR B137a.

A joint venture is sought by an Indian producer of pharmaceuticals interested in expanding its line of products. It presently manufactures a seamless one-piece soft gelatine vitamin capsule and would like to add items, preferably new products, that have been promoted successfully by a possible partner. A 3,600 sq. ft. factory, capable of expansion is available. Details of an agreement are to be negotiated, although the U.S. partner would be expected to finance procurement of any necessary imported machinery.

Write: Seamless Capsules, 81-82 Kurla Andheri Rd., Near Sakinaka, Marol, Bombay 59, India.★ IR B132.

2841 Soaps, detergents

A joint venture to manufacture commercial and domestic detergents is sought by an Indian trader and exporter of vegetable oils who also operates a vegetable oil mill in the Bombay area. Estimated cost of the venture is $1.2 million, with the U.S. partner expected to contribute $400,000 to cover imported equipment plus technical know-how. An initial annual production of 3600 tons of alkyl-aryl-sulfonates is contemplated.

Write: Premji Haridas & Co., Bhanushali Chambers, 166-170 Argyle Rd., Bombay 9, India.★ IR B67.

License sought by Indian firm of 500 employees producing a variety of vegetable oil products, metal cleaners and electroplating salts to manufacture brightening and polishing compounds and related equipment such as semi-automatic electroplating plants, and equipment for electro-plating. Company is interested in receiving technical know-how and employee training for which it is prepared to pay a reasonable royalty fee. The firm also requests a limited investment of $50,000 in the project by the U.S. licensor. The details are open to discussion. According to the firm, nearly all raw materials are available locally except for cyanides, boric acid, sodium stannate and certain ingredients for brightening and polishing compounds.

Write: Kusum Products, Ltd., Guru Garden Rd., P.O. Rishra, Dist. Hooghly, West Bengal, India.★ WTD. IR C106.

2851 Paints, varnishes

A paint and varnish manufacturer in business over 30 years seeks to double production through a joint venture. In addition to financial participation of $300,000 by the U.S. firm, the Indian manufacturer needs technical know-how and is prepared to give the U.S. company an equity position commensurate with its capital contribution. New products considered in the expansion include marine paints, aerosol paints, chemical salts, synthetic resins and chrome colors.

Write: Noble Paint and Varnish Co., Pvt., Ltd., Fergusson Rd., Lower Parel, Bombay 13, India.★ IR B52.

Paint manufacturer seeks financial and technical assistance through a joint venture to improve and increase its line of paint. Firm has adequate plant, but requires additional equipment some of which would have to come from the U.S. The firm claims to have received permission for expansion from the Indian Government and that it can export about 45% of the increased capacity.

Write: Muralo Chemicals and Paint Corp., Pvt., Ltd., 105, Gaya Bldg., Masjid Bunder Rd., Bombay 3, India. IR B136.

An Indian firm now manufacturing a wide variety of paints and enamels seeks a joint venture or licensing arrangement with an experienced U.S. paint manufacturer to produce marine paints, special types of resins, insulating varnishes, water thinned enamels, multi-color and boiler paints. The U.S. company would be expected to provide

technical know-how. Other details of the collaboration are subject to negotiation.

Write: Ajanta Paint and Varnish Co., (Prop: Khandelwal Bros., Pvt., Ltd.), 166 Dr. D. N. Rd., Fort, Bombay 1, India.★ IR B36.

2861 Chemicals
2821 Synthetic resins

Joint venture or license sought by a large Indian firm engaged in chemicals, electric motors and timber to produce annually 20,000 tons of methanol, 3,000 tons of methyl methacrylate resins and 5000 tons of acetal resins. Estimated total cost of project is about $10 million. Joint venture, offering equity participation for technical know-how and financial contribution needed for imported machinery preferred. Local financing is readily available according to the firm.

Write: R. Sen & Co., 10/1 Elgin Rd., Calcutta 20, India. WTD. IR C48a.

2871 Superphosphates

Technical know-how and investment is sought for the joint production of superphosphates used in fertilizers by a manufacturer of fluorescent lighting fixtures.

Write: Premier Industries, Pvt., Ltd., Old Surendra Mills Compound, Dr. Anandrao Nair Rd., Lal Chimany, Bombay 11, India. IR B100.

2992 Lubricating oil additives

An Indian chemical and engineering company producing refractory mortars, foundry fluxes, and cutting oil is interested in a joint venture agreement to manufacture lubricating oil additives. Items of interest include anti-oxidants, detergent inhibitors, V.I. improvers, pour point depressants, extreme pressure additives and rust inhibitors. The total cost of the proposed project has been estimated at $400,000, with about $200,000 of the financing and technical know-how to be supplied by the U.S. collaborator.

Write: Shetty Chemical and Engineering Works, Pvt., Ltd., 43, Tamarind Lane, Fort, Bombay 1, India.★ IR B45.

3069 Hygienic rubber goods

Indian manufacturer of tarpaulins, cordages seeks a joint venture to produce hygienic rubber goods with a U.S. collaborator to finance procurement of imported machinery and some chemicals. Firm states it has substantial resources but prefers to start with smallest economic productive unit possible. Claims no industrial license required if project remains below $500,000.

Write: Gangadhur Banerjee & Co., Pvt., Ltd., Bakulia House, P.O. box 10308, Kidderpore, Calcutta 23, India. IR C 32b.

3079 Plastic tubing

License sought by large Indian plastics firm to manufacture flexible plastic corrugated tubing for use in airconditioners, ventilators' drainage. Company expects to produce and sell 100 tons of tubing annually.

Write: Pioneer Plastic Works, Pvt., Ltd., 9 Ezra St., Calcutta 1, India.★ WTD. IR C65b.

Bombay manufacturer of plastic building materials such as PVC tiles, handrails is interested in either a joint venture or licensing arrangement with an experienced U.S. firm to expand its present business. Technical assistance will be required in either case. The Indian firm has its own patents on extruded plastic shapes which it is willing to cross license to the interested U.S. collaborator. It is also reported to have filed for a U.S. patent, about to be issued. The firm is a relatively new acquisition of the Arvind Group of Textile Mills, reported by one of India's largest companies.

Write: Anil Hutheesing, Managing Director, M.G. Industries, (Pvt.), Ltd., 110, 3rd Bhoiwada, Bhuleshwar, Bombay 2, India. IR B63.

A 1500-employee Indian furniture and bus body manufacturer seeks a joint venture or license to weld plastic to steel as a part of its furniture factory expansion program.

Write: Jayanan Khira and Co., Pvt., Ltd., Khira Bhavan, Sandhurst Bridge, Bombay 7, India.★ WTD. IR B118.

Indian producer of synthetic resins, varnishes, paints and heat treatment chemicals seeks a joint venture with an experienced U.S. manufacturer to make industrial and decorative laminates. Total cost of the venture is estimated by the firm at about $200,000. The U.S. investor would be allotted 49% of total shares, 6% of which would be given as free shares in return for technical know-how, patent, trademarks. Balance could be subscribed in dollars or furnishing required imported machinery and equipment. According to the firm, approval has been granted by the Indian Government for the project. About 75,000 square yards of land at Valyan, about 35 miles from Bombay, where the company's present plants are located, is available for the laminates plant.

Write: Hardcastle, Waud Mfg. Co., Pvt., Ltd., Alice Bldg., Dr. Dadabhoy Naoraji Rd., Bombay 1, India. IR B6.

Established Indian plywood wholesaler seeks a joint venture with a U.S. firm to produce molded and reinforced polyester articles including seats, pipes, sanitaryware, and high pressure gas cylinders. The proposed venture would require an investment of approximately $500,000 of which about $166,000 would be asked of the U.S. participant for imported machinery and equipment. The U.S. company also would be expected to provide technical know-how. The firm has been in business since 1916 and has about 100 employees.

Write: D.S. Bawa and Co., 1 Hanuman Rd., New Delhi, India. WTD. IR D68.

3261 Plumbing fixtures

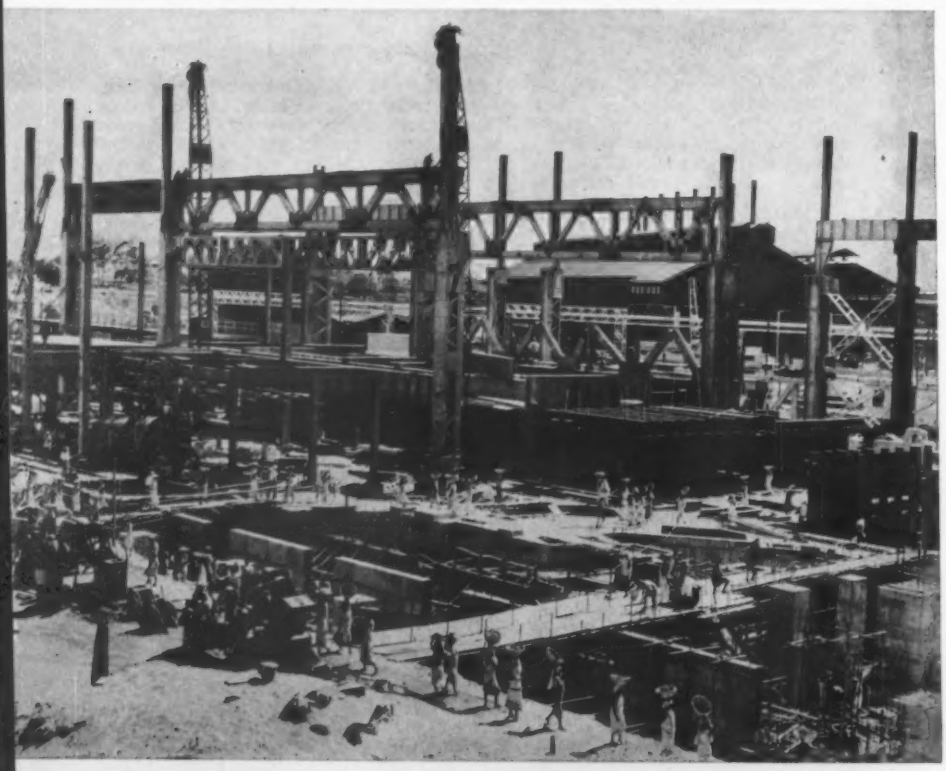
A manufacturer of tiles, glass, ceramics, chromes, and refractories in Orissa is interested in a joint venture with a U.S. firm to produce plumbing appliances, bath tubs, wash basins, and toilets, along with the plated hardware. The firm seeks U.S. technical know-how and financial assistance to import the necessary equipment. In addition, it would consider operating under a license agreement on a royalty basis or give a stock interest in lieu of royalties. The company has been established since 1935 and employs approximately 3500 workers.

Write: Orissa Industries, Ltd., Barang, Cuttack, Orissa, India.★ IR C34.

3281 Cut stone

A Bombay firm with a small stone cutting plant equipped with a precision gangsaw, imported about five years ago from Italy, would like to broaden its activities to include manufacture of granite surface plates, angle-plates, parallels, straight edges, and desires to form a joint venture with a U.S. firm for the undertaking. The firm presently saws marble and granite blocks into

WORKERS CARRYING STRAW BASKETS on their heads are dwarfed by framework of Tata steel mill.



slabs for an associated company which does not keep it sufficiently busy. The U.S. firm would be expected to supply technical know-how and necessary equipment. Total project cost has been estimated at approximately $100,000.

Write: Fysax Corp., 32 Apollo St., Bombay 1, India.★ WTD. IR B35.

3292 Vinyl, asphalt floor tile

A license to manufacture vinyl asbestos floor tiles is sought by a large Indian producer of coated fabrics, films, sheets. A prime requirement of the U.S. licensor is technical know-how and perhaps training of Indian personnel. The possibility of a lump sum payment for trade name and patents, plus a 4% royalty arrangement has been suggested.

Write: Bhor Industries, Ltd., 16 Apollo St., Bombay, India.★ IR B94.

An Indian firm presently manufacturing steam and hydraulic packing from purchased asbestos yarn seeks a joint venture with a U.S. firm to make its own asbestos yarn. Technical and financial participation is needed to manufacture 3,000 tons per year of asbestos yarn and conversion to brake linings, clutch facings and asbestos cloth. Estimated total capital requirement of the project is about $1 million. The firm is prepared to offer equity in the business to cover foreign exchange and technical know-how supplied by the U.S. participant. No feasibility study has been prepared, but the firm is applying for a letter of intent for the project from the Indian Government. The Indian company located in Calcutta has been in business since 1893 and has 230 employees.

Write: J. N. Jones & Co., c/5 Gillander House, 8 Netaji Subhas Rd., Calcutta 1, India. WTD.★ IR C39.

3312 Seamless steel pipe

Joint venture is sought by Indian steel mill of 900 employees to manufacture seamless pipe of both carbon and alloy steels. Have license to produce 30,000 tons annually in sizes from ⅜" to 6" diameter. Total capital required estimated at $10 million with about $6 million needed for purchase of imported equipment. Details of participation to be negotiated with interested U.S. collaborator, but technical know-how and training of Indian personnel also needed.

Write: J. K. Steel, Ltd., 11, Rabindra Sarani, Calcutta 1, India.★ WTD. IR C8.

A license to manufacture heavy structurals is sought by an Indian concern already producing medium structurals. The firm plans to produce heavy girders, battened plates, and heavy columns amounting to 4,800 tons per year on a two-shift basis. The Indian Government has issued a letter of intent to the firm. A joint venture is not possible because the firm cannot give a U.S. company equity in the business but it would consider organizing a new firm for that purpose if necessary. The U.S. collaborator would be asked to provide the technical know-how and possibly assist the firm in obtaining the equipment needed for the proposed project.

Write: Modern India Construction Co., Ltd., N-78 Connaught Circus, New Delhi 1, India. IR D65.

A large Bombay steel casting firm seeks U.S. licenses to expand and diversify production. Plans call for the production of steel plant equipment, heat treatment furnaces, chemical plant equipment, and such heavy plant equipment as components for sugar mills and cement plants, particularly where heavy castings are involved. No financial participation is required, but the U.S. firm is asked to provide the technical know-how, engineering, product designs, and training assistance.

Write: Mukand Iron and Steel Works, Ltd., Kurla, Bombay 70 AS, India.★ IR B-110.

A joint venture is sought by Indian producer of electric meters to set up a plant for the production of alloy steels, tool and die steel and high temperature alloys. Total project cost estimated at $4 million with U.S. collaborator to furnish approximately $2 million for needed U.S. equipment plus technical know-how and engineering information. Beginning production estimated at 3,000 tons a year to be increased to 10,000/12,000 tons within three years. Company has received a letter of intent from Indian Government.

Write: Netar Krishna Sahgals, Pvt., Ltd., 4/90 Connaught Circus, Delhi, India.★ IR D26.

3313 Ferrites

A newly-formed Indian firm seeks joint venture to manufacture hard and specialized ferrite products. Total project cost estimated at $500,000. Cost of required imported machinery estimated at $100,000. All rupee costs to be paid by Indian collaborators who claim majority of raw materials available locally. Firm has license for production of 180 tons of ferrite annually. Details of agreement and equity participation to be negotiated.

Write: Molecular Electronics, Pvt., Ltd., 3 Rainey Park, Calcutta 19, India.★ IR C10.

3315 Wire drawing

An established textile firm, with no previous experience in drawing of steel wire, proposes a joint venture to enter the industry. The firm seeks 49% of the unestimated project cost in return for a 49% equity from the U.S. partner. The U.S. contribution would be in dollars to cover the cost of imported machinery and equipment and possibly part of the capital. Technical know-how is a major requirement. The firm's 51% would cover buildings, land and some capital. The type of high carbon steel wire planned for production ranges in size from 6 to 14 gauge. The firm has 2400 employees.

Write: Pulgaon Cotton Mills, Ltd., Pulgaon, Maharashtra, India. IR B121a.

3316 Cold drawn steel
3548 Steel rolling mills

A Bombay fabricator of cold drawn bright steel bars and shaftings seeks a licensing arrangement to develop the latest techniques of bright drawing and a joint venture to establish a rolling mill with a yearly production of 18,000 tons of billets, ingots and bars. The firm estimates total cost for the latter project in the vicinity of $3 million for the initial stages and prefers to withhold any estimate of financial participation by the U.S. partner until discussions of the venture have been held. Sufficient foreign exchange to cover the cost of necessary imported machinery, along with technical know-how, would be required. The firm requests a license to reach its installed capacity of 42,000 tons a year of cold drawn bright steel bars and shaftings within the sizes of ¼ in. to 3 in. in rounds, squares, hexagons, flats. An industrial license is reported to have been issued by the Indian Government approving construction of the rolling mill. In addition to an annual production of 18,000 tons of ingots, billets and bars, rolling of 14,000 tons a year of various steel sections is also called for.

Write: Chase Bright Steel, Ltd., Vaswani Mansions, Dinshaw Vachha Rd., Bombay 1, India.★ IR B50.

3316 Cold rolled steel

Financial and technical assistance is sought for a joint venture to manufacture cold formed steel sections and tubes by a Bombay producer of cold formed sections for structural purposes. The tubes would range in size from ½" to 3" O.D. The managing director, with 10 years experience in the cold forming field, states his firm has received a Government industrial license and clearance to import capital goods for this project, and that no other licenses will be issued to produce similar products. Indian firms now manufacturing steel tubes are reported to be heavily booked with advanced orders and are offering 12 to 16 months delivery. It is therefore estimated that the entire production of this proposed venture will be in great demand. The firm is interested in forming a new company for the project and offers an approximately equal partnership or other arrangement to a U.S. company willing to invest $400,000. According to the Indian firm, it would provide an equivalent amount in rupees from its own source. The factory is planned for Poona where all necessary facilities and services are available. Estimated plant requirement would be about 75,000 sq. ft.

Write: Indian Light Gauge Metal Products, (Pvt.), Ltd., Bhagwan Mansion, Cinema Rd., Dhobitalao, Bombay 1, India.★ IR B128.

3321 Foundry, gray iron

License or joint venture sought by Ahmedabad firm to produce spheroidal graphite and related alloy iron castings employing only the permanent mold process of casting. Firm is reported to have considerable experience in foundry business. Technical know-how, either with or without financial support, is requested from U.S. collaborator.

Write: Bhagwati & Girdharlal Foundries P., Ltd., 691 Bird Rd., Ahmedabad 2, Gujarat, India.★ IR B-81.

New Indian iron foundry that expects to start pouring about July seeks U.S. partner to take into present company on joint venture basis. Details of plan to be negotiated with U.S. collaborator to finance purchase of imported equipment required for expansion. New building of 15,000 sq. ft. on two acre lot with additional 12 acres is now available. Only contract work with single shift production of 150 tons a month is initially programmed.

Write: Vipsteel Corp. (Tilak Pranjivan), 48 Ezra St., Calcutta 1, India.★ IR C47.

3322 Foundries

An Indian firm operating a foundry, machine shop and structural shop seeks a joint venture with a U.S. company to collaborate in the improvement and expansion of current operations. The firm now produces malleable cast iron, grade cast iron, ferrous and non-ferrous castings, but would like technical know-how and advanced techniques as a means to increase production:

Write: Salvi Superstructure, 20, Hamam St., Bombay 1, India.★ IR B119.

A joint venture is sought by a firm with plans to expand the capacity of its malleable iron foundry and machine shop from 100 to 200 tons per month. Estimated cost of needed new equipment to be furnished by the U.S. collaborator is $250,000. Technical know-how also is required with particular interest in any collaborator that can furnish assistance necessary to construct a continuous type annealing furnace for annealing of malleable castings.

Write: Chotonagpur Engineering Works, Ltd., 180 Mahatma Ghandi Rd., Calcutta 7, India.★ IR C96a.

3323 Steel foundry

An iron and manganese mining concern seeks a joint venture with a U.S. partner to make diversified sizes of steel and stainless steel castings for the Indian market. The firm wishes to establish a steel foundry with a capacity of 3600 tons per year to be expanded later to 4800 tons per year. About $300,000 to $400,000 of U.S. capital is needed to finance imported equipment from the U.S. In addition, technical know-how, engineering and production experience will be required. The venture will be on an approximately 50-50 basis on approval by the Indian Government. Sufficient capital is available locally to finance construction of a foundry with approximately 60,000 sq. ft. The firm has already received a letter of intent from the Indian Government, and is prepared to begin negotiations with an experienced U.S. firm at once.

Write: Ram Agrawal, Chairman, Gogte Industries, Empire Hindu Hotel, Dr. D. N. Rd., Fort, Bombay 1, India.★ IR B93.

3323 Steel foundry
3591 Machine shop
3312 Rolling mill

A joint venture to establish an integrated foundry, machine shop and rolling mill is sought by a 25-year old Indian firm now producing ore dressing, coal crushing and ceramic machinery. Technical know-how and an $1 million estimated investment expected from U.S. collaborator for an approximate 50-50 equity split. Investment in dollars or in needed U.S. machines and equipment.

Write: Kusum Engineering, Pvt., Ltd., M/Agents: H. P. Bose & Bros. P., Ltd., 25 Swallow Lane, Calcutta 1, India.★ WTD. IR C90.

3334 Aluminum production, primary

A Bangalore firm, for 50 years a producer of non-ferrous metal and wire, seeks a joint venture for making drawn and extruded products of aluminum including wire, rods, tubes and sections. Total project cost is estimated at $600,000 with U.S. collaborator to furnish approximately $300,000 for purchase of U.S. equipment. Technical know-how also will be required. An ample supply of aluminum ingots reportedly will be available in 1966. Indian firm is ready to negotiate a satisfactory agreement and company officer prepared to visit the U.S. when a serious declaration of interest on the part of a U.S. firm is forthcoming.

Write: Bombay Metal Syndicate, Coffee Board Bldgs., Vidhana Vadhi Bangalore, India.★ IR M21.

3350 Rolling, drawing, extruding nonferrous metals

Joint venture sought by large producer of copper rods, strips, and wire to produce copper seamless tubing for refrigeration, phosphor bronze for electrical purposes, and brass and bronze welding rods. The firm needs technical know-how and $500,000 from interested U.S. partner.

Write: Mysore Wire & Metal Industries, 13, IV Cross Magadi Rd., Bangalore 23, India.★ IR M22.

3352 Rolling, drawing, extruding aluminum

A Rajastan manufacturer of non-ferrous products such as brass wire and aluminum conductors seeks a joint venture or licensing arrangement with a U.S. firm to produce aluminum architectural products including window frames, sash doors and mouldings. The firm also is interested in anodizing, aluminum processing and aluminum coating of steel wire. It is considering the manufacture of a line of plumbing hardware, complete from casting to plating. The Indian firm would like U.S. financial participation to the extent of the dollar requirement for purchase of U.S. equipment. If a joint venture with U.S. financial participation cannot be arranged, the Indian company would consider one or more licenses in which the licensors would provide technical know-how in return for royalties. The firm, established since 1959, has 180 employees.

Write: Indo Engineering, Pvt., Ltd., Sumanpura, Kotan, Rajastan, India. IR C38b.

3356 Rolling, drawing, extruding non-ferrous metals

License or joint venture sought for production of welding rods by manufacturer of gears, generators, and welding equipment. Firm, with 600 employees, is particularly interested in technical know-how.

Write: Industrial Gases, 138 Canning St., Calcutta 1, India. WTD. IR C77a-1.

Indian firm wishing to manufacture tungsten filament wire seeks joint venture with U.S. firm.

Write: N. R. Das Gupta & Co., 7 Chittaranjan Ave., Calcutta 1, India. IR C5.

3357 Drawing, insulating non-ferrous wire

Newly formed concern, sponsored by a manufacturer of aluminum power transmission conductors, seeks a joint venture to produce plastic sheathed power cables. Plans call for the production of P.V.C. or polyethylene insulated and sheathed power cable and P.V.C. or polyethylene insulated and aluminum sheathed cables suitable for laying underground and in factory trenches. Annual production is planned at 1,000 miles of power cable on a two-shift basis. Estimated cost of the project is approximately $3.5 million. About $1.85 million is required of the U.S. partner for imported machinery and equipment. Around $1.8 million will be supplied by the Indian firm, through a public issue of stock, loans, and its own resources. In addition to financial assistance, the U.S. firm is asked to supply the technical know-how needed to get the proposed project started.

Write: Britannia Engineering Co. for Cableworks, (India), Ltd., 3 Netaji Subhas Rd., Calcutta 1, India.★ WTD. IR C7.

Joint venture sought by Indian firm to manufacture paper insulated power cables. This is a new company which eventually plans to manufacture all types of high tension and super tension power cables ranging from 11 kv. to 230 kv., trailing cables and special running cables. Authorized capital of company placed at $8 million with the value of imported plant and equipment estimated at $2 million. A new plant is to be located at Panchet development area situated on the border of West Bengal and Bihar. Indian firm is flexible as to type of arrangement but would prefer equity to purely technical agreement.

Write: General Cables, Ltd., c/o H. C. Giddings P., Ltd., 3 Chittaranjan Ave., Calcutta 13, India.★ IR C22.

Technical know-how and assistance in the production of coated and enameled wire under the license of a U.S. firm is sought by a large India concern engaged in casting, rolling, drawing, stranding and tin coating wire and cable. Firm currently establishing new facility to produce 1500 tons a year of coated wire. It already produces 3000 tons of copper wire and cable a year plus 3000 tons of aluminum conductors. The Indian firm offers consultant fees, royalty payments on production and/or a stock interest in the company for furnishing technical know-how, training Indian personnel in the U.S. and furnishing technical help in the new facility. The firm was established in 1942 and has 1500 employees.

Write: Jaipur Metals & Electricals, Ltd., near railway station, Jaipur, Rajasthan, India.★ WTD. IR D70a.

Manufacturer of household electric meters and wire located in Jaipur, Rajasthan, seeks a U.S. joint venture partner to make phosphor bronze wire. The Indian Government has issued a license to the firm to produce 600 tons of wire per year, all now being imported. A process of continuous coating, cold rolling, annealing and drawing is requested by the concern. Although a production capacity of 600 tons a year may appear uneconomic by U.S. standards, the firm seeks a collaborator qualified and willing to assist in establishing an efficient facility of only this capacity. The firm is prepared to form a new company to establish such a plant and, on a 50-50 equity basis with its joint venture partner, asks the U.S. firm to provide technical know-how and finance the cost of imported machinery. It will assume financing for site acquisition, building and working capital. Cost of imported machinery is estimated at $217,000.

Write: Jaipur Metals and Electricals, Ltd., Near Railway Station, Jaipur, Rajasthan, India.★ WTD. IR D70b.

A Bangalore manufacturer of enamelled and paper covered copper wire and strip seeks U.S. financial collaboration for expansion purposes. The company was organized in 1963 and has erected a modern plant designed for a yearly production capacity of 650 tons of enamelled copper wire and strip and 200 tons of paper covered copper wire and strip. The firm intends to double capacity of the new plant. According to the firm, it entered into a technical collaboration agreement with a prominent Japanese manufacturer to get the original plant established and Japanese wire drawing machines were purchased. The Japanese concern, however, has no financial participation in the business. For the contemplated expansion, the concern is willing to offer up to a 49% equity based on the U.S. collaborator's contribution. The firm seeks financial participation to the extent of the amount necessary to cover the cost of imported U.S. machinery and equipment. Additional technical know-how might also be

THE INDIAN STREET SCENE often is a study in incongruity. Here, camel pulls rubber-tired trailer load of cotton past scaffolding for new building.

required. Estimated financial contribution by a U.S. partner is approximately $525,000.

Write: Deepak Insulated Cable Corp., Ltd., 112 Fourth Cross Rd., Ganghinagar, Bangalore 9, India.★ WTD. IR M17.

Industrial electrical equipment manufacturer seeks U.S. joint venture partner to provide capital and technical know-how for the manufacture of PVC and paper insulated power cables up to 22 kv. Total capitalization of the new company to be formed is estimated at $5 million.

Write: K. R. Kothandaraman & Co., Ltd., Indian Chamber Bldg., Madras 1, India. IR M23.

An Indian firm employing 30 workers and founded in 1914, now draws copper wire for the use of decorative stars and spangles on clothing fabric. It seeks a joint venture with an experienced U.S. firm to make aluminum wire. The firm estimates total cost of the project at around $100,000 and the U.S. partner would be required to put up 49% as well as furnish technical assistance.

Write: V.B. Shastri and Co., Sagrampura, Kalamehta's St., Surat, Gujerat, India.★ IR B92.

3361 Aluminum castings

Joint venture sought to obtain technical and financial assistance to produce pressure die castings by manufacturer of motor cycles and scooters. The firm wants to cast crankcases, cylinder heads, gearboxes, and other components for motor cycles, scooters, and industrial engines.

Write: Easun Engineering Co., Ltd., 5/7 Second Line Beach, P.O. Box 95, Madras, India.★ WTD IR M20.

Expansion in aluminum products on a joint venture basis is sought by Indian manufacturer of aluminum alloys, sand and gravity die castings. The firm is interested in a joint venture with a U.S. firm to expand production and produce anodized aluminum products, fabricated aluminum products especially patented items, and the painting or finishing process of aluminum products. The Indian concern would consider some form of partnership to the extent of foreign exchange required for its importation where U.S. equipment is needed. A license or royalty agreement for U.S. technical and product design assistance is also sought by the firm which has been in business since 1905 and has about 100 employees.

Write: Rameswarlal & Co., 4 Middleton St., Calcutta 16, India.★ IR C41.

3369 Non-ferrous metal castings
3429 Hardware
3941 Toys

An Ahmedabad die-caster of non-ferrous metal parts also operating a separate facility for manufacturing cast iron and gunmetal valves and cocks, seeks U.S. technical know-how to diversify into production of metal toys, furniture hardware, and such die cast items as automobile water and oil pumps and taxi meters. The company states it requires no financial help, only U.S. technical know-how. Should the U.S. collaborator decide that additional imported equipment is needed, the Indian company is prepared to discuss methods of obtaining the necessary foreign exchange. Present die-casting capacity of the firm's plant is one ton per day on a two-shift basis and new product lines are sought to employ excess production capacity. The firm has two die-casting machines, one for 200 gram components and one for 400 grams.

Write: D.C. Engineering Industries, near Potalia Talav, outside Saraspur Gate, Ahmedabad, 18, Gujarat, India.★ IR B91.

3391 Forgings, steel
3392 Forgings, non-ferrous

Joint venture sought by Indian metal working firm to establish a steel forging unit with some specialization in non-ferrous forgings for the chemical industry. The firm claims that at present there is no brass forging plant in India. Technical know-how, product designs; and capital or its equivalent in machinery is asked of the U.S. collaborator. Land, building, working capital and capital items obtainable in India will be furnished by the Indian company for a 50-50 split or any mutual arrangement approved by the Indian Government. Estimated costs, production levels and profits to be explored with U.S. collaborator.

Write: Linton Tool Industries, Pvt., Ltd., Behramji Mansion, Sir B.M. Rd., Bombay, 1, India.★ IR B141-1.

3391 Drop forgings

A Bombay strawboard manufacturer, and exporter and importer of other products, seeks a joint venture with an experienced U.S. firm to establish a drop forge shop with an annual volume of 7,200 tons of steel forgings on a two-shift basis. Total capital needed for the proposed venture is estimated at approximately $5.5 million. The U.S. partner would be required to provide about $1.5 million to finance imports of U.S. equipment. Technical know-how, including the services of trained technicians from the U.S., would also be required. An industrial license has already been acquired from the Indian Government and all preparatory work is reported completed, except for the purchase of a plant site near Bombay. Ac-

cording to the firm, drop forging is one of the top priority industries on the Indian Government's preferred list. A market survey by the firm notes that demand for steel forgings by the largest potential users have more than doubled since 1960. Total demand for steel forgings in all industries by the end of 1965, as estimated by the Planning Commission, is reported to be 200,000 tons.

Write: K.R. Gandhi, Director, Shri Dhirajlal B. Sanghvi, c/o The Oilseeds Trading Co., Pvt., Ltd., 111 Mahatma Gandhi Rd., Bombay 1, India.★ IR B71.

A manufacturer of such automobile parts as tie rods, drag links, king pins and shackle pins seeks a U.S. joint venture partner to set up a new drop forge plant. Total cost is estimated at about $2 million, of which the Indian firm plans to provide about half for the plant, indigenous equipment, and working capital. The U.S. company is asked to provide about $1 million for imported machinery plus technical know-how and the services of technicians. The Indian Government has issued a letter of intent to the Indian concern which is willing to offer 50% equity in the venture to the U.S. participant, subject to Government approval.

Write: Hind Auto Industries, Ltd., 1 Madan Mohan Malviya Marg, Lucknow, U.P., India.★ IR D63a.

Manufacturer of panel pins, nails, screws seeks joint venture to produce steel forgings, both rough and machined, at rate of approximately 2400 mt. annually. Total project cost estimated to be approximately $1.2 million with U.S. collaborator furnishing technical know-how and about $750,000 for procurement of U.S. machinery and equipment.

Write: Mahender Kumar and Bros., 4170 Sadar Bazar, Delhi 6, India.★ IR D-21.

An Indian small tools manufacturer seeks a joint venture to establish a forge shop to make steel drop forgings up to 110 lb., principally for the automobile industry. Total capital requirement is estimated at $2 million of which about $1 million is asked of the U.S. partner for procurement of U.S. equipment. An additional $500,000 would be necessary for a die shop of which about $250,000 would be required from the U.S. collaborator in addition to technical assistance and training.

Write: Micro Tools, Ltd., 123, Mount Rd., Madras 6, India.★ IR M60.

Joint venture sought by an Indian import-export firm to establish forge shop of 6,000 ton annual capacity with maximum weight of individual pieces not to exceed 265 lb. U.S. capital investment of approximately $1 million required with Indian contribution of similar amount for land, building and working capital. For financial contribution, a company in which interest is about 50-50 will be formed with an offer of 2½% royalty to U.S. party for supplying know-how. The firm claims it has ample capital available to meet requirements of local financing.

Write: Krimog International, P-7 Mission Row Ext., Calcutta 1, India.★ IR C68.

Indian firm seeks joint venture to manufacture high carbon, high and low alloy steel forgings for a planned annual production of 6,000 tons. U.S. collaborator to furnish technical know-how and finance procurement of U.S. equipment. Total project cost estimated at $5 million with $1.8 million needed for imported machinery. Indian firm prepared to negotiate equity position commensurate with U.S. contribution of dollars and know-how.

Write: Kettlewell Bullen & Co., Ltd., 21 Strand Rd., Calcutta, India. WTD.★ IR C44.

An Indian heavy spring manufacturer with 800 employees seeks a joint venture to establish a forge shop to produce such railway and automobile equipment as crankshafts, connecting rods, gear blanks and screw couplings. Estimated project cost is $840,000 with approximately $220,000 required as capital participation by U.S. partner. The company will provide land, building, local available machinery and approximately $380,000 in working capital. Technical know-how and financial aid also needed.

Write: Coventry Spring & Engineering Co., Pvt., Ltd., 23 Ganesh Chandra Ave., Calcutta 13, India.★ IR C26.

3411 Containers, metal

An Indian company with over 500 employees manufacturing tin cans, metal drums and bottle caps plans to expand in the container field and seeks a joint venture with a U.S. can-making firm. The firm plans an extruded aluminum capacity for making containers including such collapsible items as tubes for toothpaste—and extruded parts for the electrical industry, including containers for capacitors and similar units. U.S. collaborator would furnish technical know-how as well as capital to purchase needed imported equipment estimated to cost approximately $275,000. The company is prepared to negotiate an acceptable agreement.

Write: Containers and Closures, Ltd., 2 Fairlie Pl., Calcutta 1, India.★ IR C101.

An Indian promoter, claiming to have available sufficient foreign exchange to launch the project, is interested in setting up a plant for aerosol packaging but needs collaboration with an experienced U.S. firm. The promoter would welcome a joint venture, however, in which the U.S. partner would contribute about $50,000 to cover the cost of imported machinery. Total project cost is estimated at $150,000. U.S. technicians would be needed to set up the plant and supervise production for an extended period.

Write: R. G. Patel, Block 5-F, Ben-Nevis, B'Desai Rd., Bombay 26, India.★ IR B68.

3421 Razor blades

A producer of carbon steel razor blades, established in 1948, seeks a joint venture or licensing arrangement to expand into the manufacture of stainless steel blades. Stainless steel, as present carbon steel stock, would have to be imported. The firm proposes to form a new company to produce the new blades as well as such other allied products as safety and straight razors, barbers' hair clippers, nail clippers and scissors. Either financial participation to the extent of necessary imported machinery or a licensing arrangement based on royalties for use of patents and designs would be required of the U.S. collaborator. Technical know-how is required in either case. The firm contemplates establishing a new plant for the venture at Poona. It claims to have received an Indian Government industrial license to expand its current capacity to 300 million blades, 300,000 safety razors and 120,000 straight razors a year.

Write: Hind Razor and Blade Co., Pvt., Ltd., Industrial Assurance Bldg., Fort, Bombay, India.★ IR B34.

3423 Hand tools

A joint venture is sought by an Indian cutting tool firm to manufacture small hand tools including adjustable wrenches, socket sets, pliers, pipe cutters, pipe wrenches and tool sets for the automobile industry. It has received an industrial license from the Indian Government. Firm also is interested in expanding present line of gear hobs and gear shaper cutters. U.S. collaborator to invest $200,000 against present investment by Indian company of $240,000. Imported machinery and equipment amounting to approximately $120,000 needed.

Write: P. K. Nag 4, Mandeville Gardens, Ballygunge, Calcutta 19, India.★ IR C59a.

A metalworking firm with 1,000 employees seeks a joint venture to manufacture such forged hand tools as pliers, screw drivers, wrenches and wrench sets. Additional capital required has not been estimated pending discussions with interested U.S. company but plans are to substantially expand present plant. The U.S. company's share will be negotiated based on the relationship of its contribution in dollars and know-how to the total capitalization.

Write: Modern Industries, G. T. Rd., Sahiabad, Ghaziabad, U. P., India.★ IR D32.

3429 Builders hardware

Joint venture sought for establishment of a small-scale builders hardware plant by manufacturer of bicycle components and assembler of builders hardware. Types of hardware to be produced include hinges, hasps, staples, barrel bolts, hooks and eyes, J-bolts and nuts. According to the firm, an Analysis and Planning Report for the Western Region has rated a small scale industry producing these products as having excellent prospects. The firm is considered to have good technical capacity, but additional technical assistance and designs are required of the U.S. partner to insure the venture's success. Also, the firm needs financial assistance, but as U.S. machinery is not required, the U.S. invetment does not have to be in dollars.

Write: Abbasali Abdeali Haji & Sons, Haji Mansion, Amravati Camp (M. S.), India.★ IR B126a.

3433 Steam boilers

An Indian firm producing a complete line of hospital equipment utilizing steam such as sterilizers, incubators, water distillers and boilers seeks a licensing arrangement or joint venture with a U.S. manufacturer to make large steam boilers (up to 1500 lb. steam per hr.) commercial laundry equipment, heavy duty catering equipment and food processing and dehydrating equipment.

Write: National Steel Equipment Co., 8 Katrak Rd., Bombay 31, India. IR B40.

3441 Fabricated structural steel

Tubular steel roof frame manufacturer is interested in a joint venture for increased production of galvanized, vinyl coated sheets for roofing and siding in prefabricated houses and buildings. It seeks U.S. firm to provide technical know-how and dollar investment to cover purchase of U.S. equipment.

Write: Sekhar Iron Works P., Ltd., P-16 CIT Scheme LVII, Exchange Pl. Ext., Calcutta 12, India. WTD.★ IR C78.

A new structural steel company, with a plant under construction, seeks joint venture with experienced U.S. steel fabricator. The U.S. firm is asked to furnish technical know-how, engineering services and sufficient capital to purchase U.S. machinery and

equipment. Approximately $200,000 is needed to begin first phase production which will include structural steel fabrication and steel railroad ties. Initial output would be approximately 850 tons per month on a one shift basis eventually reaching about 2,000 tons when project is fully developed.

Write: Engineers Union, Pvt., Ltd., 8/17 Fern Rd., Calcutta, India.★ IR C100.

A joint venture or license to manufacture steel towers for high tension transmission lines, hydraulically operated steel gates and crest gates is sought by a structural steel firm. The U.S. collaborator would provide technical assistance and dollar investment. Extent of dollar requirement is to be negotiated. The present plant, which consists of three connected units of 10,000 sq. ft. each situated on a 25-acre lot, would be part of capital contribution of the Indian firm. In addition, the firm claims it can raise up to $400,000. As a supplement, this project would involve a galvanizing plant which the company would like to import from the U.S.

Write: Spectra Structurals, Pvt., Ltd., 6-3-853 Ameerpet, Hyderabad 16, India.★ IR M48a.

Small manufacturer of structural steel building components seeks a joint venture to obtain technical and financial assistance to expand production. The firm claims that leading producers of heavy industrial fabricated structural products have production sold for years in advance. Demand is reported to be great for bridges, refinery towers, heavy industrial structural components for rolling mills and similar plants.

Write: M/S Construction Machinery Co., 19/1 Platform Rd., Seshadripuram, Bangalore 20, India.★ IR M35-3.

A joint venture or license is requested by an Indian promoter to fabricate general structurals, steel bridges and cranes. Total project cost is estimated at $1,000,000, of which approximately 49% plus technical know-how is expected from U.S. collaborator.

Write: Steel Fabrications India, Ltd., 152 Malcha Marg, Chanakyapuri, Delhi 11, India. IR D3.

3442 Metal doors, sash

A joint venture in light metal fabrication such as window frames, sash, moldings, grills, steel and aluminum office furniture is sought by an Indian manufacturer of handlooms and allied textile equipment of wood and metal. U.S. financial participation and technical know-how is essential, although dollar requirements for U.S. equipment need not be large at the initial stage. U.S. participation to be determined by negotiation.

Write: Alltex, Lalbagh Fort Rd., Bangalore 4, India. IR M49.

3443 Boilers

A large Indian industrial group seeks a joint venture to manufacture high efficiency fire tube boilers with evaporative capacities ranging from 2000 to 18,000 lb. of steam per hr. Total project cost is estimated at $1.5 million of which approximately $425,000 required in dollars. Technical know-how and dollar investment is expected from U.S. collaborator. Boiler sizes tentatively proposed to be manufactured are 2000, 4000, 6000, 8000, 10,000, 12,000, 14,000, 16,000 and 18,000 lb. of steam per hr. with annual production, operating on single eight-hour shift, set at 144 boilers each of evaporative capacity of 10,000 tons. The production figure would vary if the demand were for smaller or larger evaporative capacities.

Write: Tubular Rivets, Pvt., Ltd., 14/15-F Connaught Pl., New Delhi 1, India.★ IR D72.

Technical and financial assistance is sought through a 50-50 joint venture to produce sheet metal radiators for transformers of 200 to 50,000 kva. The firm, which now makes lamp caps, reports these radiators are not now being built or imported and that it has received the first license from the Indian Government to produce them.

Write: Metal Lamp Factory, 2 Murphy Rd., Bangalore 8, India.★ IR M14.

3452 High tensile nuts, bolts

Exclusive dealer of Fiat and Chrysler cars and trucks for the New Delhi area seeks U.S. collaboration to produce high tensile nuts and bolts. According to the firm, high tensile nuts and bolts are not produced in India. The firm has approval from the Indian Government for the venture. It estimates total project cost at about $1.2 million. The U.S. collaborator would be asked to contribute about $500,000 to cover the cost of imported machinery, along with technical know-how. Present plans call for production of 1,020 tons for the first year to be increased by 50% in the second year.

Write: Prem Nath Motors, Pvt., Ltd., 5 Scindia House, Delhi, India.★ WTD. IR D37.

Manufacturer of bolts and nuts using hot forging process seeks technical and financial assistance through a joint venture to convert to cold forging. The firm claims to have received an industrial license from the Indian Government for the change over.

Write: Jairamdas & Sons, 7937, Ranigunj, Secunderabad, India. IR M19a-2.

3522 Agricultural implements

Manufacturer of bicycle components and assembler of builders hardware seeks joint venture to produce agricultural implements. The Indian firm needs technical know-how and product design in addition to a dollar investment to cover the purchase of U.S. machinery.

Write: Abbasali Abdeali Haji and Sons, Haji Mansion, Amravati Camp (M.S.), India. IR B126b.★

A joint venture is sought by an Indian metal fabricator to produce light tractors and related agricultural implements. Technical know-how, designs and capital or its equivalent in imported machinery is asked of the U.S. collaborator. Land, building, working capital and equipment obtainable in India will be furnished by Indian company for a 50-50 split or any mutual arrangement approved by the Indian Government. Estimated costs, production and profits to be explored with U.S. collaborator.

Write: Linton Tool Industries, Pvt., Ltd., Behramji Mansion Sir P.M. Rd., Bombay 1, India.★ IR B141-3.

An Indian firm seeks a joint venture to form a new company to manufacture agricultural power sprayers. A light weight portable sprayer with small gas engine is being considered. U.S. technical know-how and some dollar capital is desired. An estimated production of approximately 10,000 units is planned.

Write: Spectra Structurals, Pvt., Ltd., 6-8-853 Amerpet, Hyderabad 16, India. IR M48b.

3530 Construction, materials handling equipment

Licenses or joint ventures are sought for production of heavy bulk and unit conveyors for foundries and steel mills and cantilever, gantry dock, and heavy jib cranes. The firm, now manufacturing 30-50 hp. diesel tractors, is also interested in an agreement to produce equipment for road building and grading which can be pulled by its tractors. Although it would be necessary to import some components and motors for the cranes, the firm reports there would be no problem since these products are on the Government list for approved manufacturing. Final negotiations with an interested party will determine the actual amount of dollar investment required to cover required importation and other expenses. A new plant has been built by the firm which has 8½ acres under roof and is equipped to produce very heavy tractors and allied equipment. In 1964 it produced 1,000 tractors and expects this year's production to reach 3,000.

Write: Construction Equipment, Pvt., Ltd., Construction House, Bombay, India. IR B95.★

3531 Construction machinery

Firm of 300 employees manufacturing overhead cranes and winches seeks joint venture to produce truck mounted mobile cranes of 15 tons capacity with jibs up to 80 ft. Technical know-how and approximately $500,000 in financial participation is needed for required expansion of present plant and imported equipment. Obtaining basic raw material presents no problem but special d.c. crane motors, electrical controls and gears would have to be imported. According to the firm, if joint venture negotiations are successful a license and permit to import necessary components probably would be promptly granted. The company is prepared to negotiate ownership and management participation details with an interested U.S. collaborator.

Write: Chitram & Co., Main Rd., Royapuram, Madras 13, India. IR M30.

Manufacturer of concrete and mortar mixers seeks technical and financial assistance through a joint venture to expand present production. It reports that an industrial license has been obtained from the Indian Government approving the expansion.

Write: Jairamdas Udyog, Pvt., Ltd., P.O. Box 853, Silver Jubilee Park Rd., Bangalore, India.★ IR M19a-1.

Manufacturer of trailers and truck bodies seeks joint venture to produce mobile, truck, and jib cranes. Annual production is estimated at 200 units on single shift basis. Total investment is estimated at $1.4 million, of which $300,000 would be asked of the U.S. partner to cover cost of imported machines and equipment. Technical know-how and training of Indian personnel also required.

Write: Bharat Industries & Commercial Corp., Tower House, Chowringhee Sq., Calcutta, India. WTD.★ IR C76a.

A license on a royalty basis is sought to produce road building equipment by manufacturer of structural steel products. Firm wants U.S. company to furnish technical know-how to keep it up-to-date with new designs.

Write: Apeejay Structurals, Ltd., 47 Hide St., Calcutta, India.★ IR C79-2.

GRAIN GOES HOME with a farmer who has just purchased his supply from a local cooperative.

3535 Conveyors

Indian manufacturer of heavy machinery seeks joint venture with an experienced U.S. company to produce escalator conveyors for grain and minerals, and possibly fork lift trucks. Financial participation on the part of the U.S. firm is not necessary. The Indian firm will need technical assistance and the services of U.S. technicians to help get the project started.

Write: Tractors, (I), Ltd., Taratolla Rd., Calcutta 24, India. WTD. IR C13.

A license is sought by a new company to manufacture such materials handling systems as roller conveyors with fittings for package handling, overhead trolley conveyors and bulk handling conveyors. License details to be negotiated, with Indian firm open to any reasonable arrangement. Durgapur, West Bengal selected for plant site with production scheduled to begin by September. An annual business of $1.5 million is anticipated in initial stage.

Write: Indian Mechanisations and Allied Products, Ltd., 6 Hastings St., Calcutta 1, India.★ IR C31.

3535 Conveyors
3536 Hoists, cranes

A large Indian firm operating steel rolling and casting mills and other major equipment manufacturing enterprises seeks licensing arrangements with experienced U.S. firms to manufacture overhead traveling cranes of up to 50 tons capacity and heavy duty conveyor systems for use in foundries and steel mills. Licensing terms are to be negotiated and the U.S. firm would be expected to supply technical assistance and training of Indian personnel both in India and the U.S.

Write: Mukand Iron and Steel Works, Ltd., Kurla, Bombay, 70, India.★ IR B38.

3536 Cranes
3537 Material handling equipment

A joint venture or license to manufacture cranes and materials handling equipment sought by Indian firm of 400 employees now doing light and heavy structural fabrication. The U.S. collaborator to supply product design, technical know-how and financing of imported equipment estimated to require $50,000. Company operates its own foundry.

Write: Damodar Enterprises, Ltd., 1-A Vansittart Rd., Calcutta 1, India. IR C17a.

3536 Industrial cranes

Manufacturer of structural steel products seeks licensing agreement for production of overhead cranes up to 50 tons capacity. Firm is interested in receiving technical know-how and being kept up-to-date with designs. A royalty arrangement is preferred.

Write: Apeejay Structurals, Ltd., 47 Hide St., Calcutta, India.★ IR C79-1.

A joint venture is sought by structural engineering concern to expand 350 ton monthly capacity of structurals to 1300 tons, also to diversify into production of wharf, tower and electronically-operated overhead traveling cranes. Financial, managerial collaboration, technical know-how, and training of personnel is needed. The terms of joint venture agreement are to be negotiated.

Write: Line Equipment, Pvt., Ltd., Government Press P.O. Shoranur 2 (Kerala State), India. WTD. IR M45.

An automobile manufacturer wants a license for production of a line of small hoists up to 10 tons. The company's present production includes engines, gear boxes, front axles, and suspension systems, transmissions, drive shafts, and differentials. These are combined with imported rear ends and bodies and assembled into Triumph cars and trucks under license from England.

Write: Standard Motors, 29 Mount Rd., Madras 2, India. WTD. IR M37.

A crane manufacturer seeks a joint venture to obtain financial assistance and capital to expand production. The firm reports a strong demand in India for electric overhead traveling, dock, ship yard type on rails, and other types of cranes.

Write: M/S Construction Machinery Co., 19/1 Platform Rd., Seshadripuram, Bangalore 20, India.★ IR M35-2.

3537 Materials handling equipment

An Indian tea grower and processor, in business since 1896 and employing over 5,000, seeks a joint venture to manufacture a line of industrial trucks and materials handling equipment. The Indian Government has issued the company an industrial license to produce such industrial vehicles as platform battery trucks, tuggers and tractors and pallet trucks. Total cost of the proposed project is approximately $735,000. The U.S. participant is asked to furnish approximately $126,000 to finance the cost of imported equipment and machinery. In addition, the U.S. partner would be expected to provide technical know-how, the services of its technicians, and licenses to utilize patents and designs. A new factory in Calcutta with 50,000 sq. ft. of manufacturing space plus about 7,000 sq. ft. of office and engineering space has already been set up for the project.

Write: D. C. Ghose & Co. (Agents), Pvt., Ltd., 11 Government Pl., Calcutta, India.★ IR C97.

A newly-organized Indian firm specializing in tailor-made materials handling products and cranes from 1 to 100 ton capacities seeks a license to make one and two ton electric and diesel fork lift trucks. Technical know-how, drawings, production methods, tools, dies, jigs and fixtures would be required from the U.S. firm. Details on the method of payment probably on a royalty basis can be worked out directly with the firm.

Write: Hoist-O-Mech, Ltd., Industry Manor, Bombay 28-DD, India. IR B143.

An importer of jacks, factory hand trucks and ship stores established in 1865, seeks a joint venture with a U.S. materials handling manufacturer. The firm, with headquarters in Bombay, claims it is willing to invest up to about $200,000 in rupees in the venture but without manufacturing experience cannot estimate the project's total cost. It would want the U.S. partner to assist in developing detailed planning for the venture, participate in financing, at least to the extent of the foreign exchange required for necessary imported machinery and equipment, and provide managerial and technical know-how. Reported to be well known in India's railroad industry, the Bombay firm would initially concentrate on marketing aspects of the enterprise.

Write: Abde A. Tyebjee, Partner, Amiruddin Shalebhoy and Sons, Bank St., Bombay 1, India. IR B87.

A Bombay manufacturer would like a licensing arrangement with a U.S. company to produce all types of materials handling equipment. The firm presently manufactures aircraft loading ramps, engine stands, folding ladders and scaffolds, hand trucks, push carts, hydraulic loaders, lubricators for oil stations, and various types of caster wheels (fixed and swivel) which it designed and developed. Present production is supplied to the Government for defense and also to industry. The U.S. firm will be asked to furnish licenses, all technical drawings, and manufacturing know-how for new product lines. According to the firm, it is well versed in design and manufacturing and anxious to expand deeper into the production of products for both in plant handling material equipment and for the transport industry. Further details concerning this proposal may be obtained directly from the firm.

Write: S.P. Kanhere, Masvy and Co., 388/94 Mangaldas Market, Shaikh Memon St., Bombay 2, India.★ IR B130.

3537 Material handling equipment
3551 Sugar mill machinery

British-controlled manufacturer of sugar mill machinery and structural steel units for materials handling installations seeks U.S. joint venture partner or licensing arrangement to expand. The Indian company would require technical know-how and about $200,000 minimum investment for purchase of U.S. equipment. Present facilities in Madras include 16 acres of land, 125,000 sq. ft. building, 1400 employees. The firm is headed by three British directors.

Write: P.D. Whiteley, Director-in-charge, Binny's Engineering Works, Ltd., Meenambakkam, Madras, India. WTD. IR M41a.

3541 Machine tools

An Indian concern presently manufacturing automobile parts is interested in a joint venture with a U.S. firm to produce small perishable tools including gear cutting hobs, nailing cutters, thread chasers and taps and dies. Estimated capital requirement for the venture is $1 million for imported U.S. equipment and approximately $1 million in rupees for plant, land and working capital. The firm is willing to consider any equitable deal on approximately a 50-50 basis. In addition to supplying financing for machinery and equipment, the U.S. firm is asked to provide technical know-how and technicians to get the venture started.

Write: Hind Auto Industries, Ltd., 1 Madan Mohan Malviya Marg, Lucknow, U.P., India. IR D-63b.

A manufacturer of electrical equipment in the Punjab area seeks a joint venture to manufacture capstan, turret and copying lathes, and power and hydraulic presses. Technical know-how and financing of imported equipment and machinery is requested of a U.S. collaborator. The firm has foundries, a machine shop, 200,000 sq. ft. of buildings on 60 acres of land, and employs 1200 workers.

Write: Bee Gee Corp., Pvt., Ltd., 25 Factory Area, Patiala, Punjab, India. WTD. IR O51c.

A subsidiary of a large British trading company, established in India since 1799, seeks a joint venture with a U.S. company to produce machine tools. The firm presently produces sugar mill machinery and structural steel units for material handling installations. It is interested in manufacturing such machine tools as broaching machines, plate bending equipment, and standard equipment such as drills and lathes. A machine tool operation would require an estimated U.S. investment of $1 million to $1.25 million. Present facilities in Madras comprise 16 acres of land, 125,000 sq. ft. building, 1400 employees.

Write: P. D. Whiteley, Director-in-charge, Binny's Engineering Works, Ltd., Meenambakkam, Madras, India. WTD IR M41b.

An expanding Indian concern presently manufacturing steel structures and steel castings seeks a U.S. joint venture partner to make machine tools. The prospective partner would be required to furnish the necessary imported machinery and equipment. Details of the proposal are to be determined by negotiations after mutually deciding on specific products to be manufactured.

Write: Kumardhubi Engineering Works, Ltd., (Bird & Co.), Chartered Bank Bldgs., Calcutta 1, India. IR C11b.★

An Indian twist drill and reamer manufacturer seeks to expand into lines of perishable tools such as milling cutters, tool bits, tops, threading dies, chasers, through a joint venture or licensing arrangement with a U.S. firm. In addition, the Indian company is looking for advanced methods of manufacturing twist drills. It is particularly interested in the 'Flo-Forge' or a similar process. Technical know-how and capital to purchase the needed equipment from abroad are needed for the new process and a more complete line of perishable tools. Plans call for the production of one million drills a year as a minimum goal.

Write: New India Tools Mfg. Co., Singhi Park, 48 Gariahat Rd., Calcutta 19, India. IR C14.★

An Indian producer of pillar drilling machines, bench drilling machines, tilting furnaces, printing machines and hand pumps seeks a joint venture to manufacture radial drilling machines and capstan lathes. The firm will provide land, building, some machinery and approximately $42,000 in capital. It needs technical and financial assistance from a U.S. collaborator.

Write: Maya Engineering Works, 200-A Syamaprasad Mookerjee Rd., Calcutta 26, India. WTD IR C28.★

Indian manufacturer of milling cutters, end mills, reamers and gas hobs, seeks joint venture to produce small precision tool room type lathes and radial drilling machines. Financial contribution as well as technical know-how is expected from the U.S. collaborator. In addition, the firm desires to expand production of pantograph engraving machines which it now manufactures.

Write: P. K. Nag, 4, Mandeville Gardens, Ballygunge, Calcutta 19, India. IR C59b.★

An Indian manufacturer of hacksaw machines, drilling machines and shaping machines seeks a joint venture to produce small general purpose lathes and drilling machines up to 1¼" capacity. Financing of project to be worked out jointly with U.S. collaborator. The firm has 20 years of experience in machine tool manufacturing with an effective sales-distribution system.

Write: Bosco Machines, 16 India Exchange Pl. (2nd fl.), Calcutta 1, India. IR C89.★

A joint venture is sought for manufacturing universal tool room and surface grinding machines, universal milling machines and dividing heads. The firm which produces reduction gears proposes manufacturing 10 each of the grinding and milling machines and 50 dividing heads a month.

Write: India Automobiles, (1960), Ltd., 12 Government Pl. E., Calcutta, India. WTD IR C87.★

An Indian turret lathe and textile machinery manufacturer seeks a joint venture to produce a wide range of machine tools including a variety of lathes, milling machines, grinders and drill presses. A total investment of $15 million is estimated with the U.S. collaborators participating to the extent of $6 million, plus know-how, training and technical assistance. Development would be programmed over five years. A new plant is to be built in the area of Ghaziabad.

Write: Textile Machinery Corp., Ltd., Belgharia, 24-Parganas, West Bengal, India.★ WTD. IR C99.

A license is sought to manufacture hydraulic type cylindrical grinders and heavy universal tool and cutter grinding machines. The firm currently manufactures tool and cutter grinding machines, sanding and polishing machines, pressed tools, gauges, molding dies and performing general engineering work of a precision nature. It is prepared to purchase drawings as part of the licensing agreement.

Write: Macosteels, 1076, Haines Rd., Worli Naka, Bombay 18, India.★ IR B108.

A joint venture is sought for production of cutting and other tools such as milling cutters, reamers and grinding wheels. In addition to technical assistance, the firm would require about $200,000 or the equivalent in capital goods. In return, the U.S. firm would be given an approximately equal equity position in the firm. The Bombay company has 700 employees and is now producing railroad freight cars, fork lifts, cranes, and construction machinery.

Write: Shriram Chokhani, Mekanzies, Ltd., King Edwards Rd., Bombay 15, India. IR B124a.

A manufacturer of textile wet processing and finishing machinery in Ahmedabad seeks a licensing arrangement with a U.S. company to make machine tools including spur gear hobbing machines, two sizes of boring machines (universal facing, boring, nutting), and universal gear bobbing machines. The firm is willing to pay a license fee or royalty in accordance with Indian Government regulations. It will also agree to pay a lump

WORKERS WASH at a water pump before taking a lunch break at one of India's many construction sites.

sum for technical know-how and would welcome a resident technician. According to the firm, the above-listed machines are not being manufactured in India. The market for these products would be protected by a 26% tariff. Additional information regarding this proposal may be obtained directly from the firm.

Write: Champaklal P. Mehta, Managing Director, Swastik Textile Trading Co., Pvt., Ltd., Motilal Hirabhai Market, Railwaypura Post, Ahmedabad, Gujarat, India.★ IR B79a.

A Bombay importer of machine tools, also employing 100 in the manufacture of automatic lathes through a joint venture with a West German firm, plans to enlarge its manufacturing facilities to include turret lathes, milling machines, shaping machines and radial drills. It would like to contact experienced U.S. firms interested in a joint venture or licensing arrangement. The firm is willing to contribute capital plus land and building for a 50-50 partnership, and would want the U.S. investor to furnish the capital for plant equipment, along with technical know-how.

Write: Perfect Machine Tools Co., Bell Bldg., 1st Fl., Sir Phirozeshah Mehta Rd., Bombay 1, India.★ IR B11.

An Indian manufacturer of sugar mill machinery and machine tools now producing a milling machine designed 15 years ago plans on an improved model based on international standards. The firm is interested in a joint venture with an experienced U.S. manufacturer of milling machines to supply technical know-how and financial collaboration. The company produced 24 milling machines in 1964 and anticipates an annual production of 100 machines by 1967.

Write: Vithal Purshotum & Sons, Pvt., Ltd., 2nd Khetwadi Lane, Bombay 4, India.★ IR B15.

A large firm manufacturing textile machinery and parts seeks a license or joint venture with a U.S. company to manufacture centerless grinder (plunge type) automatic lathes. The company needs technical know-how and necessary machinery but will provide all required internal financing. The firm was founded in 1928 and is reported to currently have 600 employees.

Write: Star Textile Engineering Works, Ltd., 12 Apollo St., Fort, Bombay 1, India.★ IR B37.

3542 Power hammers

An Indian structural fabricating firm, with 400 employees, seeks a joint venture or license to manufacture radial drills, power hammers (over 60 lb.) and die filing machines. Technical know-how and approximately $150,000 financing is requested.

Write: Damodar Enterprises, Ltd., 1-A Vansittart Rd., Calcutta 1, India. IR C17b.

3544 Special dies, tools

A manufacturer of forged hand tools, screw drivers, seeks a joint venture to obtain U.S. technical know-how and capital to make taps, dies, chasers, reamers and milling cutters. A license to approve the production of all but the last two products has been obtained.

Write: P. Obul Reddy & Co., 31 General Patters Rd., Madras 2, India. IR M16.

3545 Measuring instruments

A 50-50 joint venture to manufacture measuring instruments such as vernier callipers, micrometers, dial indicators, depth gauges and production gauges is sought by an Indian drill maker. Total cost of the proposed project is approximately $336,000, of which about one-half will be needed in dollars to purchase imported machinery and equipment. The U.S. partner is asked to provide technical know-how, services of technicians, licenses to utilize patents and designs and continuing research needed for the venture.

Write: New India Tools Mfg. Co., Singhi Park, Gariahat Rd., Calcutta 19, India.★ IR C 14b.

Joint venture on 50-50 basis sought to establish new company for production of high speed steel taps for both hand and machine use, split dies and thread rolling dies. Technical assistance and $500,000 or equivalent in U.S. machinery are needed by two executives with long experience in the iron and steel industry.

Write: Bhattacharya A.K. Sons, Pvt., Ltd., 35 Stephen House, Dalhousie Sq., Calcutta 1, India.★ IR C71.

A large Indian textile firm in business over 100 years, with approximately 5,000 employees, seeks a joint venture or license to manufacture taps, dies, reamers and chasers. A total investment of approximately $2 million is estimated with U.S. collaborator to provide financing for necessary imported machinery and equipment. The firm will provide land, buildings and operating capital.

Write: Ajudhia Textile Mills, Ltd., Azadpur, New Delhi 6, India.★ WTD. IR D 18.

An Indian importer and manufacturer of precision tools and metal products, in business over 100 years, seeks a joint venture or license to produce precision measuring tools such as micrometers, vernier callipers, vernier height gauges and spring callipers. Total project is estimated to cost $800,000 with U.S. participation about $320,000 for procurement of imported machinery and some raw materials. Company was formerly in Lahore (Pakistan) until partition, now re-establishing in India.

Write: Kidarsons Industries, Pvt., Ltd., United India Life Bldg., F, Connaught Pl., New Delhi, India.★ IR D 25.

A firm presently manufacturing electrical equipment seeks a joint venture or licensing arrangement to produce articles such as milling cutters, gear hobs, reamers, chasers, taps and dies. U.S. partner is asked to furnish technical know-how and possibly finance necessary imported machinery.

Write: Bee Gee Corp., 25 Factory Area, Patiala, Punjab, India. WTD. IR D 51b.

Joint venture is sought by Indian producer of door and window sections to manufacture taps, dies, chasers and milling cutters. The producer claims to have received a letter of intent from the Indian Government. Approximately $1.2 million is estimated as total required investment with U.S. participation of $700,000 to $800,000. Technical know-how and financial collaboration is needed. The firm is prepared to furnish land, buildings, utilities and working capital.

Write: Mahindra Jain Enterprises, Jain House, 32 Hanuman Rd., New Delhi 1, India.★ IR D 14.

Manufacturer of twist drills, screwing taps, and threading dies interested in expanding present production and adding milling cutters and hobs to line, seeks joint venture. The firm is looking for technical and financial assistance from a U.S. firm and claims to have received the necessary approval from the Indian Government in the form of industrial licenses.

Write: Jairamdas Udyog, Pvt., Ltd., P.O. box 853, Silver Jubilee Park Rd., Bangalore, India.★ IR M 196.

Machine tool accessories manufacturer seeks joint venture with U.S. firm to obtain technical assistance and capital to produce additional machine tool equipment. The firm is particularly interested in making milling cutters, drills, taps, reamers, gauges, measuring tools of all types, dividing heads, and special attachments of all kinds including tool holders.

Write: Vasnaik Engineering, Ltd., Jalahalli, Bangalore 13, India.★ IR M 15.

A joint venture is sought to obtain financial and technical assistance for manufacturing 15 types of machine tool accessories. Included are drills, milling cutters, reamers, counter bores, taps, threading dies, and circular metal cutting saw blades. The firm, employing 1,000, is now producing centrifugal pumps, electric motors, small diesel engines and machine tools. Equity arrangement is subject to negotiation with the firm providing land, buildings, power, water, and other utilities, plus whatever machinery and equipment can be purchased locally. Capital provided by U.S. firm will be used to purchase machinery and equipment from the U.S.

Write: P.S.G. Industrial Institute, Coimbatore 4, Madras, India. WTD.★ IR M 10.

Indian producer of pipe fittings with 600 employees, seeks joint venture to manufacture threading dies, chasers, milling and slotting cutters and gear hobs. Technical and financial collaboration required.

Write: Harbilas Baldev Raj, Old Railway Rd., Jullundur City, Punjab, India.★ IR D 29.

Madras automobile and truck manufacturer, established in 1927, with 2,000 employees, seeks joint venture to produce machine tools with particular interest in smaller-sized milling and broaching machines. Technical know-how and dollar investment required from U.S. collaborator with Indian firm prepared to negotiate a working arrangement mutually satisfactory to both parties and approved by the Government. Company has foundry that is not being satisfactorily utilized and would like to develop an end product to correct this situation. Firm also would like to enlarge and add a malleable iron foundry.

Write: Standard Motors Products, Ltd., 29 Mount Rd., Madras 2, India.★ WTD. IR M13.

Indian enterpreneur seeks joint venture to obtain technical know-how in the manufacture of precision instruments including micrometers, vernier callipers height gauges and depth gauges for which he has a letter of intent from Indian Government. Claims to have $168,000 available for investment and can raise additional $525,000, through friends and public subscription.

Write: V. Muthukrishnan, 79 Mowbrays Rd., Madras, India.★ IR M3.

A joint venture is requested to manufacture machine tool accessories including reamers, drills, milling cutters, collets, by a Bombay company now producing revolving centers, dead centers and drilling sockets for the machine tool and machine shop trade. The company can offer land, buildings and some capital, but needs technical assistance and financial support from the U.S. collaborator. Sales for this company, formed in 1963, have now reached approximately $125,000 per year.

Write: Nirvan Industries, Pvt., Ltd., Mas-

rani Estate, Hall Rd., Kurla, Bombay 70, India.★ IR B111.

3548 Rolling Mill Machinery

A licensing agreement or joint venture to manufacture such rolling mill equipment as drive couplings, rolls and conveyors is sought by an Indian firm now producing all types of industrial furnaces. Total project cost has been estimated at $250,000, with the U.S. collaborator to supply technical information, designs, know-how. In the event of a joint venture, approximately $50,000 is needed for procurement of imported equipment.

Write: Steel Plant, Pvt., Ltd., 205 Dr. Annie Besant Rd., Bombay 18, India.★ IR B54a.

3548 Gas welding
3694 Generators

Importer needing technical and financial collaboration seeks a joint venture with experienced U.S. firm to manufacture automatic generators and gas welding machines. U.S. firm asked to finance imported equipment and machinery.

Write: Industrial Engineers, 3 Mangoe Lane, Calcutta 1, India.★ WTD. IR C63.

3552 Textile machinery

Manufacturer in Coimbatore presently producing centrifugal pumps, electric motors, steel forgings, and plastic buttons, is interested in a joint venture with an experienced U.S. firm to manufacture textile machinery. Total investment is expected to be approximately $2 million. The U.S. partner is required to provide about $800,000 for imported machinery, equipment and technical know-how needed for the proposed project. A letter of intent for production of 25 carding machines and 25 ring spinning frames (400 to 420 spindles per frame) has been issued by the Indian Government. The firm expects a 15% return after taxes on the total investment.

Write: Madras Forgings & Allied Industries (CBE), Ltd., Coimbatore, India. IR M27a.

3555 Printing press
3571 Calculating machines

An Indian manufacturer and distributor of office equipment and supplies would like a licensing arrangement or joint venture with a U.S. company to manufacture printing presses, calculating machines and/or paint making machinery. The firm, established in 1932, now has approximately 500 employees and reported sales of $2 million during 1964.

Write: Kores India, Ltd., Haines Rd., Worli, Bombay 18, India. IR B32b.

3555 Printing machinery

New Delhi exporter seeks to diversify operations and wishes to discuss with a U.S. firm possibilities of manufacturing chemical solvents, lubricants, adhesives, and chemicals for graphic line packing and filling machines; silk screen process printing presses; vacuum forming machines; newspaper folding machines; machines for paper converting and allied industries; and duplicators with supplies and accessories. After the product or products to be manufactured have been selected, present plans call for their production with the joint venture partner. The U.S. participant would be asked to provide financing for imported machinery and equipment. The U.S. company would be required to provide technical know-how and services of technicians to get the project started. A 25,000 sq. yd. plant site has already been purchased at Ghaziabad.

Write: Standard Type Foundry, Pvt., Ltd., Sachdeva Mansion, 4/5-B, Asaf Ali Rd., New Delhi, India.★ WTD. IR D33.

A joint venture is sought by a large Indian firm to manufacture graphic arts equipment including sheet-fed and web-fed offset machines. Technical know-how, equipment and capital participation of $250,000 is needed. Details of collaboration will be negotiated.

Write: Indo Swiss Trading Co., Pvt., Ltd., Kent House, 14 Ganesh Chandra Ave., Calcutta 13, India.★ WTD. IR C49.

An engineering concern presently manufacturing tea processing and jute mill machinery, diesel road rollers, railroad equipment, wood-working machinery and printing machines seeks a U.S. joint venture partner to produce a small size offset printing press suitable for printer or office use. The firm presently makes Dawson, Payne and Elliott, stop cylinder flat bed 20 x 30 letter presses and plans to expand and diversify production. Technical know-how and licenses to use patent and designs will be required of the U.S. prospective partner. The Indian firm was established in 1917 and has approximately 3,500 employees.

Write: Britannia Engineering Co., Ltd., 3 Netaji Subhas Rd., Calcutta 1, India.★ IR C12.

Several Indian businessmen, some reportedly with a knowledge of manufacturing printing machinery, have formed a company to manufacture bindery equipment and composing and printing equipment. Total cost of the venture is estimated at $400,000. The new firm is anxious to establish contact with an experienced U.S. manufacturer of printing machinery to discuss a joint venture. The U.S. firm would be expected to contribute $100,000 to the proposed venture. Equipment under consideration for manufacturing includes platen presses, cylinder machines, letter presses, proof presses, feeders, gullotines and numbering machines. At a later date other products would be added.

Write: P. V. Keskar, 2, Horizon View—138 Backbay Reclamation, Bombay 1, India.★ IR B20.

Textile mill employing 7,000 and controlled by the well-known industrialist family of Birla seeks joint venture to manufacture printing and graphic arts equipment.

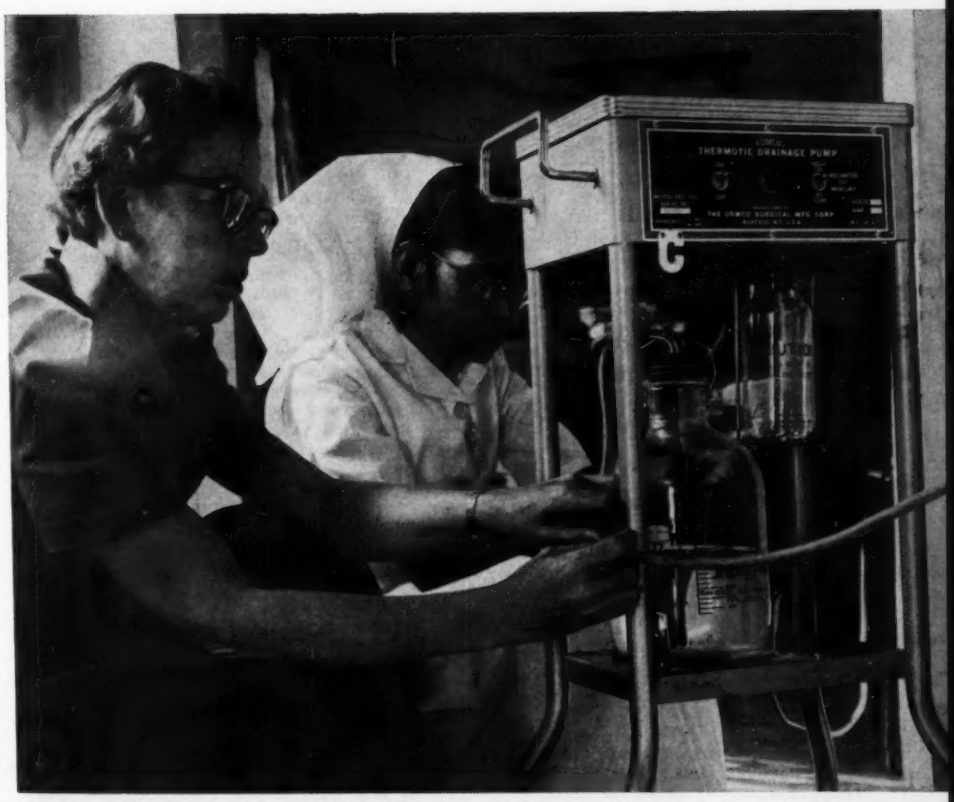
Write: New Swadeshi Mills of Ahmedabad, Ltd., Naroda Rd., Ahmedabad 2, India. WTD. IR 139.

3559 Plastic molding machines

A joint venture is sought by a large Indian plastics firm to manufacture injection molding machines and plastic extruders for which it has received a license from the Indian Government. Capital requirement is estimated at $1.2 million. Total $300,000 needed for imported machinery to be a part of U.S. collaborator's contribution in addition to supplying technical know-how. Equity participation to be subject to negotiation.

Write: Pioneer Plastics Works, Pvt., Ltd., 9 Ezra St., Calcutta 1, India. WTD. IR C65a.

An engineering firm producing structural members, trusses, large oil tanks and agricultural implements plans to expand and



MEDICAL EQUIPMENT has been called for by Indian firms to supply hospitals and other facilities.

modernize its business through joint venture. New products contemplated include heat exchangers and condensers, super heaters, crystalizers, evaporators, brewing coppers, mixers, dryers and stills. The U.S. collaborator is asked to supply technical know-how, new product designs, new processes and the dollar requirement to finance importation of necessary equipment. Total cost of the proposed project is estimated at $600,000 with the dollar requirement about $100,000.

Write: Saurashtra Engineering Corp., Pvt., Ltd., 106 Bazarward, Bombay 70, India.★ IR B60.

A progressive Indian firm producing a wide range of machinery and equipment for processing plastics would like to negotiate a licensing arrangement with a U.S. firm to manufacture machines and equipment for processing plastics of the type produced in the U.S. A 5% royalty will be paid annually on the net invoice value of the machines manufactured and sold under license, after deducting 12½% discount agents commission. The company almost doubled its sales from $175,000 last year to the current rate of $300,000 a year.

Write: Brimco Plastic Machinery Corp., Plot No. 55, Govt. Kandivli Industrial Estate, Charkop, Kandivli (West) India. WTD.★ IR B12.

3562 Ball bearings, parts

Manufacturer of industrial steel balls seeks joint venture with U.S. firm to obtain technical know-how to produce ball bearings and cylindrical roller bearings.

Write: New Haven Steel Ball Corp., Pvt., Ltd., Pandyan House, 309, P. d'Mellow Rd., Fort, Bombay 1, India. IR B101.

3566 Industrial gears
3714 Automobile gear boxes

An Indian manufacturer of reduction gears and power transmission drives is interested in a joint venture to expand its line to include a wide range of industrial gears, automobile gear boxes, differentials and material and process handling equipment. Total project cost is estimated at $1 million. The U.S. partner would provide financial participation of about $400,000 as well as necessary technical know-how.

Write: Climax Textile Engravers, 11/13 Botawala Bldg., Horniman Circle, Fort, Bombay 1, India. IR B46.★

3567 Industrial process furnaces, ovens

Glass bottle manufacturer in Calcutta seeks joint venture with a U.S. producer of ceramic and refractory machinery. The firm has a letter of intent from the Government to manufacture approximately $2 million worth of the machines annually. Total cost of the proposed project will be about $1.9 million of which the U.S. participant is asked to provide approximately $800,000 for imported machinery. The U.S. firm also is asked to provide technical know-how including the services of technicians to help get the project started. Land, buildings, indigenous equipment, and working capital totaling $1.1 million will be furnished by the Indian manufacturer. The firm was established in 1924 and has 1100 employees.

Write: Shree Govinddeo Glass Works, Ltd., 9 Ezra St., Calcutta, India.★ WTD. IR C37.

Indian firm wants license to produce arc melting furnaces of 1, 2, 3, 5 and 10 ton capacity per charge. The company of 1000 employees now manfacturing gas fired, oil fired, and electric industrial furnaces is primarily interested in technical know-how. Financial participation, other than for additional equipment as proposed by U.S. collaborator, is not required. According to the company, the demand for arc melting furnaces should be considerable based on the substantial increase in the Indian production of steel castings. The firm is a member of the Birla group of industries.

Write: Indoberg Industrial Furnaces and Allied Equipment, 36 Ganesh Chandra Ave., Calcutta 13, India.★ IR C16.

An Indian manufacturer of diversified products such as bus bodies, steel furniture, domestic refrigerators, ovens, and washing machines seeks a license to produce electric and gas furnaces for annealing and billet heating and ovens for bakeries. The company would like technical and design assistance on royalty basis. If a U.S. firm also is interested in capital investment, it is willing to discuss terms. Little or no dollars are needed as most equipment is on hand or available in India and firm has enough factory space to take care of new products.

Write: Hyderabad Allwyn Metal Works, Ltd., Suratnagar, Hyderabad 18, India. IR M59a.

3569 Filters, strainers, driers

Joint venture sought by Indian metal fabricator to produce oil industry items such as tanks, filters, strainers, and driers for the chemical industry. Technical know-how, product designs, and capital or its equivalent in imported machinery are to be provided by U.S. collaborator. Land, building, working capital and capital items obtainable in India will be furnished by Indian company for a 50-50 split or any mutual arrangement approved by the Indian Government. Estimated costs, production and profits to be explored with U.S. collaborator.

Write: Linton Tool Industries, Pvt., Ltd., Behramji Mansion Sir P.M. Rd., Bombay 1, India. IR B141-2.

Manufacturer of air ducts and air purifying equipment seeks a licensing arrangement or joint venture to expand into production of hydraulic equipment including pipe benders, industrial jacks, presses and similar equipment. While a licensing arrangement is preferred, the company would be willing to discuss financial participation to cover the cost of imported machinery recommended by the U.S. firm. Technical know-how and the use of U.S. technicians to set up production would be required at the expense of the Indian firm. Total project cost has been estimated at $120,000.

Write: Salin Engineering Works, 11, Sitfalwadi, Mount Rd., Mazagaon, Bombay 10, India.★ IR B57.

3571 Electronic computers, control instruments

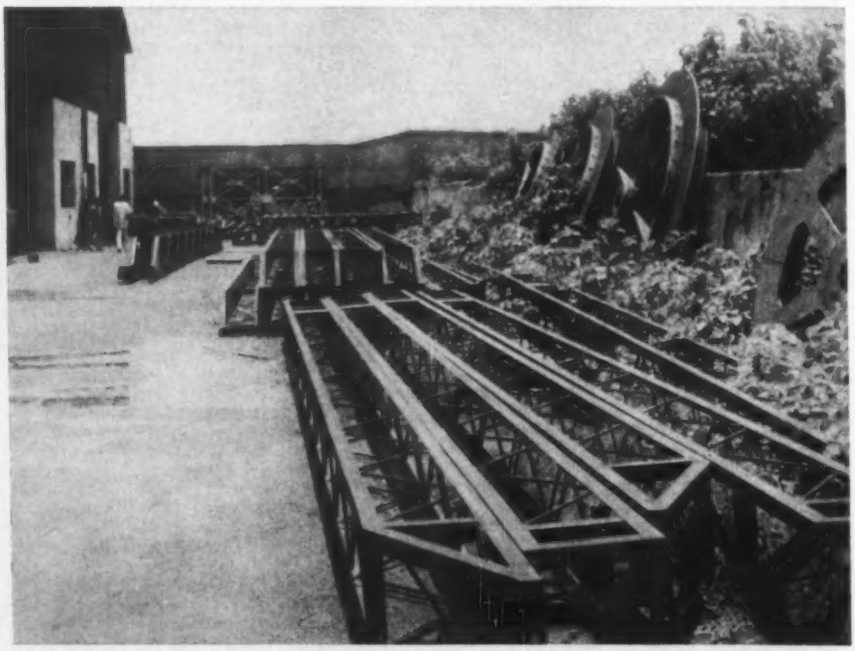
One of India's outstanding commercial and industrial complexes seeks a joint venture to manufacture electronic equipment on a large scale. A new division would be formed with the U.S. collaborator supplying necessary equipment, know-how, technical assistance and training. Interest centers on getting into production of electronic computers and control instruments. The present manufacturing activities of this firm include cement, sugar, industrial alcohol and machinery for sugar, cement and chemical industries. Company is willing to discuss equity division of proposal with prominent U.S. firm.

Write: K.C.P., Ltd., 38 Mount Rd., Madras 6, India. WTD. IR M12.

3582 Laundry equipment

An Indian business organization, with 17 years experience in manufacturing washing machines, extractors and pressure vessels principally for the textile industry, seeks a joint venture with a U.S. laundry equipment

WHEELS AND GIRDERS go in multi-ton shipments to meet India's demand for fabricated metal products.



manufacturer to modernize and expand operations. The U.S. collaborator is asked to provide technical know-how, modern designs, up-to-date engineering specifications and some dollar investment. The Indian company has a 50-employee factory, as well as property at another site for construction of a new plant. The firm can put $200,000 into the venture. It hopes to produce a complete line of laundry equipment including washing machines, tumblers, presses and heating chambers, after concentrating initially on extractors and domestic washing machines. No marketing problems are anticipated.

Write: D. Parakh Engineering Works, Nagoo Sayachi Wadi, New Prabhadevi Rd., Bombay 13, India.★ IR B97.

3599 Piston rings

A piston ring manufacturer, with production expansion and cost reduction in mind, would like a joint venture with an established U.S. firm. The company now produces cast iron piston rings of 2" o.d. to 6" o.d. by individual cast process with production of 250,000 to 300,000 annually on a single shift basis. Assistance from the U.S. collaborator would include technical know-how, license to utilize patents and designs, imported equipment and machinery calculated to cost $150,000 and suggestions on plant modernization and methods to permit a production of 1,200,000 to 1,800,000 units annually. Details of a jointly acceptable plan are subject to negotiation.

Write: Umrania Bros., Wadi Pura, Surendranagar, Gujarat, India.★ IR B83.

An Indian firm with 2000 employees seeks a joint venture to manufacture carburetors for motors used on such two-wheel vehicles as scooters. Total project cost has been estimated at $400,000 with dollars required for imported equipment estimated at about $150,000. In addition to financial participation technical assistance and staff training—both in India and the U.S.—would be expected from U.S. collaborator. With a license to produce 30,000 units annually, the company claims to be the only firm in India authorized to manufacture these carburetors.

Write: Mopeds India, Ltd., 1. V. Palaniswami Naidu St., Avanashi Rd., Coimbatore 1, India.★ IR M55a.

3611 Electrical measuring instruments, test equipment

To expand its product line, a large Indian electric meter manufacturer proposes a joint venture with an experienced U.S. firm to produce a complete line of electric measuring instruments and test equipment. The Indian concern, presently manufacturing household electric meters and wire, plans to produce ammeters, voltmeters, current and voltage transformers, compensators, miniature circuit breakers, micro-motors, l.t. switchgear, and time, fuse and microswitches. Some can be produced in the present plant but additional machinery and equipment probably would be needed. The firm is prepared to offer equity in return for financing and technical know-how.

Write: Jaipur Metals & Electricals, Ltd., Near Railway Station, Jaipur, Rajasthan, India.★ WTD. IR D70c.

3611 Vacuum detectors
3662 Electric devices

To further develop its electronic division, a firm in Suratnagar seeks collaboration with a U.S. firm experienced in high vacuum techniques and electronics. It would like to negotiate a licensing arrangement based on royalties, to produce such items as vacuum gauges, leak detectors, vacuum metallizing and vacuum freeze-drying equipment and spectographs. Alternatively, to secure the required technical collaboration, the firm would consider a joint venture involving financial participation in return for equity, although no outside financing is sought. The company is reported to be a member of the Birla group and to have around 200 engineers.

Write: Hyderabad Allwyn Metal Works, Ltd., Suratnagar, Hyderabad 18, India. IR M59b.

3612 Power, distribution, specialty transformers
3613 Switchgear, switchboard apparatus
3621 Motors, generators

Highly regarded Indian manufacturer of electrical equipment seeks a joint venture or licensing arrangement with a U.S. firm to expand present operation. U.S. partner would be required to provide technical and financial assistance for the venture. The firm is located in Patiala and presently produces a complete line of electrical products including various types and sizes of electrical motors, high and low tension switchgear, and electrically-driven pumping sets. It also produces strainers and pipes, steel fabricated products, and insulator fittings and accessories. The firm has been in business since 1956 and has 1,200 employees.

Write: Bee Gee Corp., 25 Factory Area, Patiala, Punjab, India. WTD. IR D51a.

3613 Switchgear

Joint venture is sought by Indian firm to manufacture such electrical products as switchgears, lighting plants and welding plants. The firm is wholesaler of electric power equipment and just starting to manufacture. Estimated cost of project is about $200,000.

Write: General Commercial Corp., 18 Ganesh Chandra Ave., Calcutta 13, India. WTD. IR C93.

A manufacturer of switch and fuse units, distribution boards and panel boards requests a joint venture arrangement with an experienced U.S. company to produce air circuit breakers of 100 amps. to 3000 amps., 500 volts a.c., with thermal overload release. A production capacity of 10,000 units annually is planned. Collaboration details remain to be worked out, but the U.S. participant is expected to furnish technical know-how and finance procurement of needed equipment unavailable in India.

Write: Menco Electricals, P.O. Industrial Estate Olavakkot (Kerala), India.★ IR B33a.

3621 Electric motors, fractional h.p.

An Indian manufacturer of switch and fuse units proposes a joint venture with an experienced U.S. firm to make commutator type, universal fractional hp. motors for use with food mixers, electric shavers and massage machines. An initial production target of 3000 motors a month is planned. Cost of the proposed project has been estimated at approximately $400,000, with the U.S. firm required to put up dollar requirement of about $100,000 for purchase of imported machinery and equipment, along with technical know-how.

Write: Menco Electricals, P.O. Industrial Estate, Olavakkot (Kerala), India.★ IR B33b.

A Bombay manufacturer of electric motors is seeking a license to produce sparkproof electric motors in single and three-phase ranges used in gasoline dispensing pumps, mines, and chemical factories. Proposed annual production would be from 3,000 to 5,000 motors on a single-shift basis. The firm already has spare capacity in its existing facilities for this production.

Write: Bhangar Bros. & Co., Pvt., Ltd., Anand House, 158 Kalbadevi Rd., Bombay 2, India.★ IR B65.

3626 Welding apparatus

Small manufacturer of electric welding machines seeks U.S. joint venture partner offering financial and technical collaboration to expand present production. Demand for resistance welding machines as reported by the firm is such that a wide gap is expected between demand and production by 1966.

Write: M/S Construction Machinery Co., 19/1 Platform Rd., Seshadripuram, Bangalore 20, India.★ IR M35-1.

3670 Electronic components

Joint venture is sought for production of electronics and electric measuring instruments. U.S. firm wanted to furnish technical know-how and machinery.

Write: W. J. Alcock & Co., Ltd., 7 Hastings St., Calcutta 1, India. WTD. IR C84.

3679 Transistors, diodes

Indian machinery distributor is interested in a joint venture with a U.S. manufacturer of transistors and diodes. The firm seeks to produce transistors and diodes for use in transistor radios, amplifiers and tape recorders. Proposed production is 1 million units per year on a two-shift basis. The Indian concern seeks financial and technical collaboration. Total cost of the proposed project is estimated at $420,000 of which the U.S. firm would be expected to provide approximately $125,000 for imported machinery and equipment. The Indian Government has issued a license authorizing the concern to offer 49% equity to its U.S. partner. In addition to financing importation of machinery from the U.S., the partner would be asked to provide services of technicians to get the venture started.

Write: Man Radio & Electricals Ltd., Station Rd., Jaipur, Rajasthan, India.★ WTD IR D62.

A Bombay manufacturer of fans and fractional motors seeks a joint venture with an experienced U.S. company to make silicon diodes. The U.S. participant is asked to furnish equipment, machinery and technical know-how to produce 60,000 diodes a year. The firm has been in business since 1947 and employs approximately 160. The Indian Government has already issued it a license for manufacturing silicon diodes. Additional details concerning this proposal may be obtained by writing directly to the firm.

Write: I. D. Gandhi, Director, EMCO Electrical (Pvt.), Ltd., 94 Medows St., Fort, Bombay 1, India. IR B86.

Joint venture on a 50-50 basis is sought for production of resistors, capacitors, connector relays, electric tubes, and panel instruments. The Bombay firm employing 700

LIGHTS PLAY EERILY in tunnel of hydroelectric plant being built with World Bank funds near Bombay.

is currently manufacturing railroad freight cars, fork lift trucks, cranes and construction machinery.

Write: Shriram Chokhani, McKenzies, Ltd., King Edward Rd., Bombay 15, India. IR B124b.

An Indian manufacturer of heavy machinery, in business since 1907, proposes a joint venture to produce a line of electronic components such as resistors, capacitors, connectors, relays, switches, electronic tubes, and panel instruments on a 50-50 or other agreeable basis. The U.S. participant would be required to invest from $500,000 to $2 million, depending on the variety of items to be manufactured, for improved equipment and machinery. Technical know-how and possibly services of technicians from U.S. are also requested.

Write: McKenzies, Ltd., King Edward Rd., Bombay 15, India.★ IR B-124-2.

An Indian firm in other manufacturing lines, seeking to diversify and expand, has secured approval from the Indian Government to manufacture ceramic and carbon resistors and ceramic and paper capacitors. As technical assistance, including the training of Indian personnel is required along with financial participation to the extent of the foreign exchange needed for importation of necessary machinery and equipment, the firm seeks a joint venture with an experienced U.S. manufacturer of electronic components. The range of electrical values for resistors to be produced is from 10 ohms to five megohms, and that of the capacitors from .001 to 1mfd.

Write: Ohms and Farads Corp., Pvt., Ltd., 28 Apollo St., Fort Bombay 1, India.★ IR B43.

3699 Electrical equipment, railroads

A Bombay railway supply firm manufacturing overhead line equipment, train lighting components, switches and relays, couplers and items of special order is interested in a joint venture or licensing arrangement with a U.S. company to assist in its expansion program. It plans to broaden its line to include a complete range of train lighting equipment including generators, switch gears and fittings; also air conditioning equipment for railway coaches and belt fasteners. The U.S. collaborator is asked to furnish technical know-how and $160,000 to cover the cost of imported machinery. Total project cost is estimated at $400,000.

Write: Kumar Hans and Co., 9 Khattarali 2nd Lane, Thakurdwar Rd., Bombay 2, India.★ IR B55.

3713 Truck bodies

A manufacturer of trailers, automobile bodies and tow-hooks for trucks seeks a joint venture to produce aircraft refuelers, bulk cement carriers, fire fighting equipment, trailers from 10 to 50 tons, and dump truck bodies with hydraulic attachment from 5 to 20 tons. In addition to technical know-how, the U.S. firm would be expected to invest about $650,000 of the total $2 million investment.

Write: Bharat Industries & Commercial Corp., Tower House, Chowringhee Sq., Calcutta 1, India. WTD.★ IR C76b.

3714 Tie rods, tie rod ends

A joint venture on a 50-50 basis with an experienced U.S. manufacturer of tie rods and tie rods ends is sought by an Indian firm. The concern presently manufactures gear boxes for marine engines and recently entered into an agreement with a U.S. firm to manufacture clutches and power take-offs. Present plans call for construction of a new plant and formation of a new company for the tie rod venture. U.S. dollars would be needed for purchase of imported equipment.

Write: Ghatge Patil, Partner, Ghatge Patil Industries, Pvt., Ltd., Sykes Ext., Kolhapur, India. IR B41.★

Joint venture or licensing agreement is sought with a U.S. firm for the manufacture of automotive replacement gears and universal joints (U.J.). In the event of a joint venture, a dollar investment of $200,000 is needed to purchase U.S. machine tools. In return, a 50% interest in the firm will be offered. Under a licensing agreement, the firm would still need $200,000 for the importation of machinery or equipment. In both instances technical know-how is required from the U.S. firm. The firm estimates consumption for the past five years of U.J. kits at 1½ million and 1 million gears, all of which have been imported. Future consumption is expected to double. Production proposed by the Indian firm is for an annual volume of 1 million U.J. kits and 25,000 gears, including ring, hypoid, and pinion. It estimates 75% of the production will be sold domestically and 25% exported to Middle East and Asian countries. A Government industrial license has been applied for to cover this project. The company has a 6,000 sq. ft. plant where it machines and assembles semifinished forgings for U.J. kits which are imported from Japan. It also imports 25,000 finished gears a year from Japan and manufacturers sealed beam headlights.

Write: Narain Singh Sant Singh, Ashar Bldg., Avantibai Gokhle St., Bombay 4, India. IR B129.★

3715 Truck trailers

An Indian firm seeks a license with an interested U.S. company to manufacture fast moving trailers and semi-trailers. Firm needs technical design of wheel and brake equipment but has its own chassis plans. Anticipate monthly sales of two to three big trailers, three to four semi-trailers and 15 to 20 trailers below 20 tons. Although the request is only for a license, the firm would also consider a joint venture.

Write: Modern Machine Works, 33, Erahalu Chetty St., Madras 1, India. WTD. IR M-57.

3821 Testing machines

A Bombay firm, currently manufacturing

non-ferrous strips, wire, rods and a line of builders' hardware, plans to diversify into production of a variety of testing machines. It seeks a joint venture with a U.S. manufacturer able to supply technical know-how and some financing. Among the metal testing machines being considered for manufacture are tensile testers from a few pounds to 50 tons capacity, hardness (Brivell), universal testers and similar equipment, including tensile testers for textile yarns and rubber. Total project costs have been estimated at $400,000 with $200,000 or equivalent in machinery to be supplied by the U.S. source. Annual sales of $900,000 within a reasonable time after getting into production are forecast by the company.

Write: Jayant Metal Mfg. Co., 16, Sayani Rd., Bombay 28, India.★ IR B102.

3841 Medical instruments

An Indian manufacturer of structural steel products seeks a joint venture to enter the electro-medical equipment (excluding X-ray machines) industry. Technical know-how and dollar capital estimated at $500,000 are needed from the U.S. collaborator. Land, building (new) and working capital would be supplied by the company for a 50-50 arrangement or mutually-agreed-upon basis subject to Government approval. Proposed items for production include heart pacer, external-internal defibrillator, apparatus diathermy for physiotherapy, apparatus diathermy surgical, apparatus faradic and apparatus galvanic.

Write: Man Industrial Corp., P.O. Box 131, Jaipur, Rajasthan, India.★ WTD. IR D5.

8911 Engineering, architectural services

An Indian manufacturer of industrial furnaces, kilns, blowers and burners is interested in a joint venture or licensing arrangement with a U.S. engineering firm to collaborate in the design, procurement, and erection of complete fertilizer or chemical plants. The U.S. firm would supply technical know-how and needed import equipment. However, as far as practical, the required equipment will be produced in India.

Write: Steel Plant, Pvt., Ltd., 205 Dr. Annie Besant Rd., Bombay 18, India.★ IR B54.

Washington State zeroing in on new sales to Far East

Outstanding contributions made by many firms, groups in drive

A drive to promote exports to the Far East has gotten off to a whirlwind start in the State of Washington, according to Nick Bez, chairman of the Commerce Department's Regional Export Expansion Council (REEC). Bez paid particular tribute to:

American Plywood Association—for sending its second industry mission to Japan this month to create a new market for softwood plywood, and for developing the very attractive Washington State Pavilion at the Tokyo Fair.

Seattle Chamber of Commerce—for organizing the first trade mission by a state to the Far East—the Washington State 1965 Orient Trade Mission. This is the first state trade mission to take business proposals (228) from all firms interested in this area and present these offers to businessmen in Japan, Taiwan, Hong Kong and the Philippines.

Port of Seattle—for sending two Commissioners and two staff members to serve on the Orient Mission and "down under" to Australia and New Zealand, presenting an additional 146 business proposals from Washington State businessmen and developing more trade opportunities.

Washington State International Trade Fair—for entering the first independent exhibit by a state in the Tokyo International Trade Fair, providing a highly effective trade promotion facility for more than 100 Washington State business organzations and attracting more visitors from Japan (35 exhibitors and 69 business proposals). Commerce Secretary John T. Connor has predicted the Washington State Pavilion will be "one of the outstanding attractions at the Tokyo Fair."

Washington State Department of Commerce and Economic Development—for providing staff at the Washington State Pavilion at the Tokyo Fair, plus attractive exhibits and promotion material for industry and tourism development.

In addition, Bez complimented, for their aggressive sales efforts, the 125 private business and agricultural organizations which are either exhibiting their products and services in the Washington State Pavilion or submitting business proposals for handling at the Tokyo Fair and on Trade Missions. He thanked the business community and the State for giving the necessary financial assistance to support these export promotion activities.

"These combined and correlated efforts to develop export markets should help greatly in bringing recognition to the state, its ports, its industries and its products," Bez said.

Tractor duties raised

Lebanon will assess "tractors intended for hauling trailers" at $0.325 a kilogram, previously admitted duty-free. Other type tractors, including crane tractors, remain duty-free.

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Bureau of International Commerce

World

Imports of the 50 world markets shown below totaled $112 billion in 1963, or 90% of all foreign

Value in millions of dollars

Published

Country	1963 imports			1964 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of fourth quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1964
United Kingdom	13,476	1,398	10.4	Dec.	15,438	1,793	11.6	+15	+28	3,147	2,316
Germany, Fed. Rep.	13,094	1,988	15.2	Dec.	14,709	2,016	13.7	+12	+ 1	7,650	7,882
France	8,732	901	10.3	Dec.	10,073	1,137	11.3	+15	+26	4,908	5,724
Italy	7,590	1,042	13.6	Dec.	7,231	980	13.5	− 5	− 6	3,406	3,823
Japan	6,737	2,078	30.8	Dec.	7,946	2,337	29.4	+18	+12	2,058	2,019
Canada	6,618	4,485	67.8	Dec.	7,558	5,214	69.0	+14	+16	2,603	2,881
Netherlands	5,966	649	10.9	Dec.	7,054	775	11.0	+18	+20	2,102	2,349
Belgium-Luxembourg	5,112	472	9.2	Dec.	5,901	523	8.9	+15	+11	1,940	2,192
Sweden	3,391	341	10.1	Dec.	3,849	385	10.0	+14	+13	758	964
Switzerland	3,255	281	8.6	Dec.	3,616	315	8.7	+11	+12	3,078	3,123
Australia	2,782	593	21.3	Dec.	3,312	806	24.3	+19	+36	1,880	1,947
India	2,435	821	33.7	Nov.	2,215	[1]785	[1]35.4	− 5	+ 2	607	498
Denmark	2,120	189	8.9	Dec.	2,605	227	8.7	+23	+20	470	645
Spain	1,955	320	16.4	Dec.	2,259	352	15.6	+16	+10	1,152	1,518
South Africa	1,852	315	17.0	Dec.	2,350	447	19.0	+27	+42	763	701
Norway	1,821	125	6.9	Dec.	1,982	148	7.5	+ 9	+18	354	387
Austria	1,675	79	4.7	Dec.	1,863	96	5.2	+11	+21	1,229	1,317
Malaysia [2]	1,648	93	5.7	Dec.	1,397	86	6.2	−15	− 8	920	[3]910
Brazil	1,487	457	30.7	Dec.	1,263	436	34.5	−15	− 5	318	368
Hong Kong	1,297	137	10.6	Dec.	1,496	172	11.5	+15	+25	([4])	([4])
Mexico	1,240	850	68.6	Dec.	1,493	1,023	68.5	+20	+20	543	[5]578
Finland	1,208	74	6.2	Dec.	1,505	91	6.1	+25	+23	347	409
Yugoslavia	1,057	186	17.6	Dec.	1,321	173	13.1	+25	− 7	98	74
Argentina	981	242	24.6	Dec.	1,077	255	23.7	+10	+ 6	270	[5]170
Venezuela	968	523	54.0	May	429	232	54.3	− 7	− 5	745	831
U.A.R. (Egypt)	916	250	27.3	June	428	144	33.6	+15	+28	227	[3]246
New Zealand	903	85	9.4	Dec.	961	99	10.3	+ 6	+17	143	166
Pakistan	889	386	43.4	Dec.	997	415	41.6	+12	+ 8	307	244

market report

country imports; U.S. supplied imports amounted to $22 billion or 92% of all imports from U.S.*

Quarterly

Country	1963 imports			1964 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of fourth quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1964
Ireland	858	51	6.0	Dec.	974	74	7.6	+14	+43	406	446
Greece	804	85	10.5	Dec.	885	101	11.4	+10	+19	293	[5]284
Turkey	691	212	30.5	Dec.	538	156	29.0	−22	−26	178	144
Philippines	687	282	41.0	Dec.	849	341	40.1	+24	+21	110	123
Israel	672	185	27.6	Dec.	826	203	24.6	+23	+ 9	515	545
Portugal	656	58	8.9	Dec.	761	80	10.5	+16	+37	842	[3]926
Chile	638	224	35.1	Dec.	609	222	36.5	− 4	− 1	77	89
Thailand	602	104	17.3	Dec.	663	108	16.4	+10	+ 4	576	[6]633
Nigeria	581	50	8.6	Aug.	448	51	11.4	+16	+73	248	256
Korea, Rep.	560	284	50.7	Dec.	372	182	48.9	−34	−36	132	136
Peru	557	208	37.2	Dec.	580	236	40.7	+ 4	+14	135	160
Iran	523	88	16.8	Dec.	673	116	17.2	+29	+31	246	199
Colombia	506	263	52.0	Nov.	528	261	49.5	+22	+20	106	124
Morocco	443	44	10.0	Nov.	432	38	8.8	+ 7	+ 1	110	53
Trinidad and Tobago	375	60	15.9	Sept.	307	38	12.2	+11	−12	([4])	([4])
Taiwan	362	151	41.6	Nov.	369	121	33.0	+ 9	−12	227	297
Viet-Nam, Rep. of	286	107	37.4	Sept.	212	89	41.7	+ 5	+17	175	141
Libya	239	48	20.0	Sept.	224	55	24.5	+18	+37	122	172
Jamaica	226	68	30.3	Nov.	258	79	30.7	+24	+29	91	97
El Salvador	152	51	33.8	Sept.	137	48	35.1	+26	+30	44	53
Costa Rica	124	59	47.7	Oct.	109	50	46.1	[7]+ 6	[7]+ 2	16	19
Honduras	95	45	47.8	Sept.	74	36	49.1	+ 8	+12	12	20

Note: The data include all countries for which current statistics are available, which imported from the United States merchandise valued at $40 million or more in 1963. To present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following: Australia, Canada, New Zealand, Philippines, Republic of South Africa, and Venezuela. Reserves include the gold tranche positions of those countries which are members of the International Monetary Fund. Data on reserves exclude known holdings of inconvertible currencies and balances under payments agreements.

[1] Partly estimated.

[2] Malaya and Singapore only.

[3] End of Oct.

[4] Not available.

[5] End of Nov.

[6] End of Aug.

[7] Data are for year ending June 1964.

* Percentage share calculated from U.S. export data, excluding special category exports.

Source: Official trade statistics of listed countries.
International Monetary Fund, **International Financial Statistics.**

World market report

Free-world imports at peak in '64; U.S. share gains after steady decline since '60

The U.S. share of free-world markets increased in 1964 compared with the previous year, after a continuous decline since 1960.

More than half the 50 major world markets shown in the accompanying table—accounting for 92% of all imports from the United States—report increases in the U.S. percentage share of total purchases in 1964.

World imports boom

As a result of expanding economic activity in most of the developed countries and increased earnings derived by many of the developing countries from sales in late 1963 and early 1964 of a variety of primary commodities, free-world trade in 1964 moved into one of the most forceful expansions in the last decade. Free-world imports increased by more than one-tenth over 1963 to register an alltime high of $158.6 billion.

Western Europe raised its purchases to $82.5 billion, $9 billion over 1963. Of total deliveries in Western Europe, the European Economic Community (EEC) accounted for more than half of such imports. EEC purchases rose by 11% over the preceding year, but the overall expansion was restrained somewhat by the decline in value of imports by Italy.

For the first time, the 14% gain in imports of the European Free Trade Association (EFTA) over the preceding year was larger than that of EEC. Over half of the increase in EFTA purchases can be attributed to British imports.

Canadian imports, reaching a new peak, reflected the expansion in income and stepped up capital investments. In Japan, greater production of industrial finished manufactures required more imports of raw and industrial materials. At the same time, higher income and more leisure time stimulated the demand for a variety of consumer goods.

The developing countries increased their purchases by 5% in 1964, nearly double the rate of gain in 1963. Although the 19 republics of Latin America purchased about 6% more in 1964 than in the preceding year, import needs still outpaced the rise in earnings in these countries. Efforts to conserve foreign exchange and unfavorable economic conditions still hampered imports into Latin America. Rising economic activity and increased foreign capital investments were reflected in increased purchases of the developing African countries.

U.S. market shares improve

The U.S. share of free-world imports, which rose to 20% in 1964, reflected not only increased foreign demand for U.S. goods but also the improved competitiveness of many U.S. products relative to that of foreign goods, improvement in U.S. credit facilities and growing use of these facilities by U.S. exporters, and the increasing awareness of U.S. manufacturers and exporters of the profit potentials in overseas markets.

Canada, Japan, the Federal Republic of Germany, and the United Kingdom, in the order listed, remained our principal customers in 1964. France replaced Italy for fifth place. Italy moved into seventh place, while Mexico became the United States' sixth best market.

Stimulated by capital investment and increased earnings derived from exports, the economy of Canada continued at a high level. Canadian purchases from the United States rose by one-fifth. Auto parts for assembly, agricultural machinery and implements, and other types of machinery and transport equipment contributed the sharpest gains in U.S. sales to that country.

Raw materials to Japan

A fall off in imports of industrial machinery led to a reduction in the U.S. share of the Japanese market by 5%. Nevertheless, Japanese procurement of metal scrap, organic chemicals, and other raw materials boosted imports from the United States to a record level.

Reflecting gains in disposable income and industrial production, West Germany's commercial purchases from the United States rose by almost one-fifth in 1964, but the U.S. market share declined because of a sharp reduction in defense procurement.

Britain's imports from the United States rose almost twice as rapidly as its purchases from the world with the result that the U.S. share of the British market increased. This rise in our share stemmed from increased British imports of nonelectric machinery, nonferrous metals, and other manufactures.

As a result of inflationary pressures and balance of payments difficulties experienced in 1963, Italy introduced measures in 1964 to cut back on domestic demand, encourage exports and restrict capital outflows. Despite a 6% decline in Italian purchases from the United States, the United States kept about the same relative share of that market.

Although the French introduced measures to limit demand in order to counter inflation, the United States managed to enlarge its import share of the French market by about 10%.

Mexican industrialization

The stepped up pace of Mexican industrialization helped increase U.S. sales to that country in 1964 by one-fifth. Notable gains in imports of automotive vehicles for assembly and construction and industrial machinery led the advance in purchases.

Inflation, and decreasing foreign investments still limited Brazilian imports in 1964. Nevertheless, Brazilian purchases from the United States did not fall as rapidly as from our competitors so that the United States actually increased its share of that market.

Imports of other Latin American countries from the United States varied from a 30% gain for El Salvador to a drop of over 10% for Trinidad and Tobago.

A shortage of domestic goods and rising internal prices pushed Australian world imports to a new peak. Sharp increases in purchases of U.S. products expanded the U.S. share of that market to around one-quarter, almost replacing the United Kingdom as the main supplier.

The U.S. share of India's market continued to rise, reflecting increased PL-480 shipments of wheat and other surplus agricultural products, and purchases financed by U.S. AID loans.

Hong Kong imports more

The one-fourth rise in Hong Kong's imports from the United States resulted primarily from expanded U.S. shipments of cotton, plastic materials, and machinery. Diminishing import shares in Taiwan and Pakistan stemmed from decreased PL-480 shipments. The Republic of Korea's imports fell off because of smaller AID financing and deliveries under PL-480.

Despite mounting pressure on domestic

prices and resources, total Israel imports from the United States continued to rise. Nevertheless, the U.S. market share declined primarily as a result of our reduced exports of feed grains and Israel's large purchases of ships in which the United States did not participate.

Expanding demand from all sectors of the economy resulted in an increase in South African imports from the United States by 42%, one of the largest gains recorded in 1964 by any of our trading partners, and raised the U.S. share of the market by more than 10%. Machinery and transport equipment were the largest purchases from the United States.

Reserve holdings at high levels

Gold and foreign exchange holdings at the end of 1964, as compared with the close of the previous year, were at higher levels for over two-thirds of the countries for which data are shown. All the members of the two European communities, except the United Kingdom, registered record highs in their holdings.

Capital inflow, invisible earnings, and an improvement after midyear in the trade balance increased the French reserve position by $800 million in 1964. Rising exports, a gain in service earnings, and a steady inflow of capital, together with net drawing from the International Monetary Fund (IMF), improved Italy's foreign exchange position. A surge in imports, a decline in exports, and a fall off in capital inflow resulted in West Germany having the smallest gain in reserves of the Common Market countries.

Surcharge sequel

Despite the surcharge on imports initiated in October and emergency borrowing to improve the balance of payments position, the reserves of the United Kingdom declined by over $800 million. Improved export earnings and capital inflow augmented reserves of Denmark and Sweden.

Increased tourist receipts and remittances and expanded foreign capital investments resulted in a 32% rise in Spanish reserves. Yugoslavia's exchange holdings were reduced by the deterioration in its trade balance.

Latin American picture

In Latin America, most of the countries closed 1964 with higher reserve holdings than the previous year. Investment capital inflow from the United States was stepped up. Brazil's improved reserve position stemmed from corrective measures taken to control inflation; Argentina, which ended the year with a trade surplus, lowered its reserves by repayment of external debts.

West Berlin economy had best year since building of '61 wall

Growth rate expected to overtake West Germany's booming economy

In 1964 the economy of West Berlin experienced its best year since the erection of the Berlin Wall in 1961, enjoying an increase of 8% in GNP at current prices (5% at constant prices). Record Christmas spending reflected Berlin's prosperity, and numerous sales of luxury goods such as furs, jewelry and silverware indicated optimism over the future. Although the city's growth rate during the year did not quite match that of the Federal Republic's economy, Berlin economists are confident that it will catch up with the Federal Republic's growth rate as the upswing continues.

From January through November, 25,000 workers from the Federal Republic of Germany came to Berlin, thus making the expected number for 1964 as great as during 1963. A steady inflow of labor is vital to the city's economic future, and Berlin observers were especially pleased to note that this trend is continuing.

The German Institute for Economic Research in Berlin has stated that West Berlin could achieve rates of expansion equal to the Federal Republic's in 1965. The Institute estimated a 1965 growth rate of about 7.5% for industrial production. The Institute pointed out that the electrical industry has had a 10% increase in total orders in recent months.

The extension of Berlin tax preferences until December 31, 1969 should help sustain the continued growth. A pamphlet summarizing all benefits in existence prior to the extension (which provided for minor revisions), is available on a loan basis from the Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

CONSULTANT ON GERMANY

Ernst A. Van Es, Commercial Officer at the American Consulate General, Dusseldorf, Germany, will be available in the Charleston, South Carolina, Field Office of the Department of Commerce on April 28 and in the San Francisco Field Office on May 18. Businessmen in these areas desiring an appointment should contact the appropriate office.

CASUAL SHOES—The Wolverine Shoe & Tanning Corp. of Rockford, Mich., reports that manufacture of Hush Puppies abroad more than doubled in 1964, increasing to more than 4 million pairs. Effective local adaptations by licensees included the successful introduction of women's stacked-heel styles which had been selling well in the United States. Hush Puppies AG, Wolverine's Swiss affiliate, has reached agreement for a joint-venture shoe sales corporation in France and is exploring possible joint-venture tanning operations in the Common Market.

ELECTRIC POWER—Nearly $750,000 worth of electric-power-distribution equipment for the Mt. Coffee Hydroelectric Project will be supplied by General Electric's IGE Export Division under a contract with the Republic of Liberia. The order—received from Schulman-Mass-Gens, a joint venture—is being financed through the Agency for International Development.

PAPER—The Black Clawson Co. of New York City has started-up its fourth off-machine air doctor coating line at Kanzaki Paper Manufacturing Co., Ltd., in Osaka, Japan, in collaboration with Black Clawson's Japanese associate, Ishikawajima-Harima Heavy Industries (IHI), Tokyo. The 300-meter-per-minute clay coater, designed by Black Clawson's Dilts Division in Fulton, N.Y., and the air dryer, designed by Dilts' Air Systems Department, were built at IHI's industrial machinery division. Kanzaki Paper makes more than one-third of all coated papers produced in Japan.

SHIP RADIO—The 100,000-ton *British Admiral*, largest vessel ever built in Europe, will be fitted with radio by a British affiliate of International Telephone & Telegraph Corp.'s Mackay Marine Division. Installation will be made by International Marine Radio Co., Ltd., of London.

MICROWAVE TUBES—A London office to supply precision products to United Kingdom manufacturers has been opened by the Components Group of Litton Industries. Precision electronic and electro-mechanical components supplied through the United Kingdom office include microwave tubes and devices, precision potentiometers, encoders, synchros, servos, connectors, transformers, slip rings and multi-layer printed circuits.

Far East trade story's plot is triangular, U.S. overseas staff reports at regional conference

Potentialities, problems of markets in 12 nations of area evaluated by specialists at 2d regional meeting in Hong Kong

A picture of a generally strong U.S. commercial position in the Pacific area, with prospects for increased trade in many countries, emerged from the second Regional Far Eastern Conference of Commercial Officers. The conference, held in Hong Kong the week of March 29, met under auspices of the Departments of Commerce and State.

Twelve important trading nations lie within an ocean triangle bounded by New Zealand, Indonesia and Japan. Within this triangle also lie Australia, Malaysia, Thailand, Cambodia, Viet-Nam, the Philippines, Taiwan, Korea and Hong Kong.

Growth since 1961

All of the countries of the area except Viet-Nam and Indonesia have exhibited a good pattern of economic growth since 1961. The leaders are Australia, Hong Kong and Japan, where gross national product has been increasing at an annual rate of 10% or better. The growth rate of the developing countries has also been impressive, especially for Thailand, Taiwan, Malaysia and the Philippines.

Economic growth, together with generally favorable trade balances and rising income in most of these countries, has made the Far East an expanding market for American exports. Many of the governments in the area have drawn up comprehensive industrial development plans which call for large quantities of advanced technology and equipment.

At the conference, commercial and foreign service officers engaged in trade-promotion activities throughout the region offered the following advice for U.S. traders seeking to develop and expand their Far Eastern markets:

► Businessmen coming to the Far East should plan to spend more time in each city to establish rapport with local contacts. If unable to do this on a single visit they should consider follow-up visits themselves or by others from their firms.

► If they cannot spare the necessary time themselves, they might work through intermediaries familiar with the area. Another solution is to have full-time regional representatives.

► Often the best U.S. salesman in the Far East is a qualified technical representative. A combination of area specialist and technical representative is ideal.

► The high quality of U.S. products pays off in the long run and should not generally be cheapened in order to meet price competition. In some cases, however, there may be an advantage in introducing a cheaper "B-line" product under a different name which will not detract from the high-quality line.

► In cases where product adaptation does not mean lowering quality, but rather meeting important needs of the local market—such as converting to different voltages—U.S. firms should be more flexible in adapting their products.

► While the large trading companies or multi-line distributors offer certain disadvantages, they are still in some places and for some products the best outlets. U.S. businessmen should weigh their advantages against their disadvantages in deciding what is the best distribution system for particular lines.

► One way to assure that a multi-line company does a good job for a particular line is to assign a factory representative to work in and with the local company, generally a technical man.

► Sales quotas, which may be useful in the U.S., are impractical in the Far East, and should be avoided.

► The fact that a particular sales technique works well in the U.S. does not necessarily mean it will be successful abroad. We tend, however, to be too quick to say it won't work. U.S. businessmen should keep an open mind and be willing to introduce innovations; some of them may work. Some Far Easterners want to imitate Americans.

There remain some obstacles to the expansion of trade with the area which need to be taken into account but which need not deter American exporters from investigating the potential of these markets. These, according to the men on the scene, are:

Higher freight rates for some shipments from the U.S. than for shipping comparable goods from other supplying countries, combined with lower costs for shorter hauls from some suppliers, like Japan.

High tariffs and other trade restrictions necessitated by balance-of-payments problems in some countries in the area. Preferential tariffs in Commonwealth countries in the region which favor British suppliers also present a problem in some product lines.

A fairly limited and closely-held distribution system in some countries which tends to make it more difficult for newcomers to enter the market.

Differences in the manner of doing business, as well as in tastes and preferences, which make it desirable for traders to be aware of cultural as well as economic distinctions.

Japanese competition

The problem posed by Japanese competition came up frequently during the conference. Japanese exports and direct investment continue to increase each year in every other country in the region, often pressing hard against markets held by U.S. and other foreign suppliers.

To date, the excellent reputation of U.S. products throughout the area has afforded American exporters a certain advantage. However, it is doubtful whether this factor alone will enable the United States to maintain its trade position in the area in the face of ever-increasing competition from Japan. In the equipment field, for example, the Japanese compete not only in credit and price in many lines but also by providing much-needed technical assistance and follow-through in the installation of plant and machinery.

American investment is also increasing in the area, spurred by expanding markets and the excellent investment climate which exists in many countries. Most of the 12 countries actively encourage foreign investment, with Malaysia, Hong Kong and Taiwan notable for free ports, tax holidays and other inducements.

The Departments of Commerce and State were represented by a seven-man delegation headed by Eugene M. Braderman, Deputy Assistant Secretary of Commerce for International Commerce and Director, Bureau of International Commerce. The delegation was joined by 17 commercial officers and foreign service officers engaged in trade promotion activities in the region.

Broadened impact planned for coast global trade fete

Southern California event lures visitors ready to do business

World Trade Week with a difference will be celebrated May 16-22 in Los Angeles-Long Beach, California. The occasion will mark the first time that foreign businessmen have been invited to the western United States specifically to conduct business.

Transformation of World Trade Week from a community observance to a businessman-to-businessman exchange event was completed late last year with the mailing of invitations to 136 trade associations in foreign countries. Far in advance of World Trade Week, the Los Angeles Chamber of Commerce secured 74 responses from 39 countries.

World Trade Week started in the late 1920's as an educational event to boost Southern California's important world trade industry.

Extensive program

The sponsoring Los Angeles Chamber of Commerce, joined now in the program by the ports of Los Angeles and Long Beach, Los Angeles International Airport, the Los Angeles County Board of Supervisors and numerous civic and trade organizations, still conducts an extensive educational program.

Popularization of the "world trade" theme has been credited with assisting in the growth of local industry to its current turnover of $1.5 billion in export and import goods flowing through the two ports and airport each year.

At the same time, the chamber's World Trade Week committee is turning most of its attention this year to the stimulation of trade itself.

Meet them at plane

The trade assistance program has been publicized abroad through foreign chambers of commerce, the foreign commissioners in Los Angeles, U.S. embassies and consulates, airlines and shipping companies, foreign journalists and international banking offices. The aim is to attract as many businessmen as possible to Southern California during World Trade Week.

Prospective visitors are being put directly in touch with businessmen interested in what they have to buy or sell. When they arrive in Los Angeles, they will be met at the plane by their local contact.

Through the World Trade Week program, appointments are being scheduled for visitors, a helicopter tour of the business and industrial areas has been arranged, visits to the two ports and the airport are scheduled, a luncheon briefing on business potential of the area is planned and a reception to climax the week-long observance will honor all the foreign guests.

If the visitor wishes to speak to service clubs, the World Trade Week Committee will arrange that, too.

The new approach to World Trade Week, according to committee chairman Milo A. Hefferlin, a Los Angeles banker, is unduplicated anywhere in the world. The idea was proposed by John A. Sowers, manager of the Los Angeles Chamber's World Trade Department, after he returned from a 1964 European tour.

After visiting Milan and Brussels international trade fairs, Sowers reported that the man-to-man approach might work better in Southern California as a trade stimulant—and that World Trade Week would be an ideal vehicle for the program.

South Asian entry through investment urged at meeting

Regional conference in New Delhi attended by staff from 11 posts

Private investment currently offers the best approach for U.S. companies seeking entry or expansion in South Asian markets, commercial and economic officers from 11 posts in the area agreed at April 5-9 discussions in New Delhi, India.

The group—meeting with a seven-man Washington delegation headed by Eugene M. Braderman, Deputy Assistant Secretary for International Commerce—pointed to a combination of factors discouraging direct U.S. exports, including foreign-exchange shortages in India and Pakistan, restrictive governmental policies in Burma and Ceylon, and the smallness of the markets in countries like Nepal.

The New Delhi meeting was the first regional conference held in South Asia, although personnel from posts in the area were represented at the 1961 Regional Commercial Officers Conference in Hong Kong.

The 14 commercial and economic officers who participated with Commerce and State Department officials in the New Delhi conference unanimously agreed that U.S. aid programs for South Asia should be used to further American commercial objectives in the region. Specific possibilities, they said, would be vigorously explored both in Washington and the field.

Substantial opportunities for U.S. private investment exist in the area, conferees indicated, and they agreed that such investment would lead to higher U.S. exports even in the short run while the long-run U.S. commercial position in the region would be strengthened to a significant extent.

Close-knit teams

Full achievement of American commercial objectives requires that commercial and economic staffs operate as close-knit teams, the participants stressed. They said this means intimate involvement in formulation of commercial policy, negotiating and representation functions.

Future conferences held at regular intervals—preferably every two years—were urged by members of the group. They noted that the interchange of ideas among field officers from a varied, complex and important region was one of the valuable benefits of the meetings.

Sales push urged

Participants disputed the popular notion that U.S. goods are not competitively priced for South Asian markets. This, they said, is true only in some instances. The commercial officers felt that American firms could capture a much larger portion of the non-AID financed imports of the region by exerting a greater sales effort. They indicated that competitors spend more time in the area and apply all their ingenuity and energy in promoting their products. Similar efforts on the part of American businessmen would be rewarding, the Embassy officers declared.

A number of difficulties do face the American exporter in selling in South Asia, particularly where the exchange shortages are severe and trade restrictions abound. It was the general consensus of the conference that despite these difficulties imports are at a high level and those who persevere walk off with the orders.

Chester Bowles, U.S. Ambassador to India, and James Lanigan, commercial counselor for the Embassy in New Delhi, were hosts to the conference.

In Frankfurt . . .

Nineteen U.S. manufacturers came home from the Frankfurt Trade Center last week with word that they had weighed and wrapped up a profitable slice of the German market for food-processing equipment.

It happened at the Center's April 7-14 show of the latest in food processing, freezing and packaging machinery. Exhibitors reported more than $160,000 in on-the-spot sales and said they were "highly optimistic" about future export business.

In these action pictures from the show:

Top right—Visitors inspect packaging machine from Doughboy Industries, New Richmond, Wis.; top left—consultant from Hobart Manufacturing Co., Troy, Ohio, demonstrates meat grinder; center—apple paring-coring machine from F. B. Pease Co., Rochester, N.Y., attracts crowd; below—Hollymatic Corp., Park Forest, Ill., shows meat-forming machine.

150,000 counted in first 3 days at fair in Tokyo

One exhibitor reports sale totaling around $50,000

The sixth Tokyo International Trade Fair opened April 16 with 40,000 visitors in attendance and more than 150,000 reported the first three days.

One of the 25 U.S. firms exhibiting in the U.S. pavilion sponsored by the Bureau of International Commerce reported a $50,000 sale on opening day and other U.S. sales brought the total to more than $100,000.

All U.S. exhibitors are showing leisure goods to conform to the pavilion theme "Leisure time—U.S.A." The fair will close on May 6. This is the sixth time the United States has officially participated in the Tokyo Fair, which is held every other year, with the even-year showing being held in Osaka.

Forty Japanese publications were reported represented at the U.S. press conference held May 15, and a nation-wide TV program paid tribute to the United States exhibit. The State of Washington also has a pavilion at the Fair, showing the export products of that state to large crowds daily.

Houston trade, travel show to be held in September

More than 150,000 people from all over the world are expected to attend the 11th Houston International Trade and Travel Fair, Sept. 17-26.

A total of 300 exhibitors from the United States and abroad are expected to mount displays. Exhibit areas will include the trade mart of nations, the trade mart of industry and commerce, the international merchandise mall, and the building and construction pavilion.

The Houston Export Expansion Council and the International Business Committee of the Chamber of Commerce will hold the city's first annual World Trade Conference along with the fair.

Write: Jack Hooper, President, 11th Houston International Trade and Travel Fair, Houston, Texas.

Packaging machinery and equipment show to be held in September at Milan Center

American products respected in Italy but aren't selling well enough; exporters must do better job of convincing buyers, says report

U.S. packaging machinery and equipment are regarded as superior and are respected for excellent design and quality in Italy—but they aren't selling as well as they should.

This sums up a Bureau of International Commerce (BIC) market survey which reports that the American products, while in demand, are regarded as too good for the Italian market.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Consequently, the Italians have looked to Britain or West Germany for their machines. The survey states an expanding market for U.S. products does exist but American firms must convince Italy that what they produce is comparable in net unit production cost to those made in Europe.

The chance to convince comes up Sept. 11-17 when BIC will stage a packaging machinery show at the Trade Center in Milan.

The exhibit will be held at the same time as the 1965 IPACK-IMA show, which will feature packaging, industrial transportation, and food processing machinery.

Imports double

Advanced packaging machinery imports in Italy have doubled in five years, exceeding $13 million in 1964. Imports of specialized equipment are expected to increase 30% to 40% annually for several years.

The U.S. share of this market has been around 10%. West Germany has supplied nearly 50% over the past 10 years. A new trend in demand for U.S. equipment, however, has placed American manufacturers in a better competitive spot now.

The main factor working against substantial increases of U.S. packaging equipment sales appears to be lack of awareness of the Italian market potential.

Machines with the best market potential are paper converters; blow moulders; binders and tie-ers; fully automatic equipment for production, filling and stuffing and sealing of polyethylene bags; volumetric fillers for pharmaceuticals; gluers for cardboard boxes; fillers and sealers for canning, and corrugated board box makers.

Instrument, automation show to be held in Johannesburg

The fourth Instrument and Automation Exhibition will be held Sept. 13-18 at the University of Witwatersrand in Johannesburg, South Africa.

The exhibition takes the form of table top displays and includes new developments and models illustrating new applications. Companies already represented in South Africa may participate through their local agents, according to the U.S. Consulate General in Johannesburg.

During the week of the exhibition, the South African Council of Automation and Computation will hold a conference in Pretoria on The Impact of Automation on the Productivity of South Africa.

Write: The General Secretary, Instrument and Control Society of Southern Africa, P.O. Box 9118, Johannesburg.

SEEK FARM EXHIBIT

An International Trade Fair will be held Nov. 11-21 in Kuala Lumpur, Malaysia. The Commercial Attaché at the American Embassy there reports a keen interest by Malaysians in U.S.-made agricultural machines and equipment and believes an exhibit of this type of equipment is advisable. **Write:** Malaysian Agricultural-Horticultural Association, Kuala Lumpur, Malaysia.

Seven U.S. firms investing in less developed areas

Seven U.S. private companies have joined the growing ranks of firms investing in less developed countries.

Three of these have invested in India and the others in Chile, the Dominican Republic, Turkey, Colombia and Korea.

The firms have received specific risk guaranties from the Agency for International Development to protect them against certain losses including coverage against the inability to convert local currencies into U.S. dollars, losses from expropriation, war, revolution and insurrection.

India

In India, the Continental Drill Corp. of Chicago is investing in Speed Tools, Pvt., Ltd. The investment will be used to manufacture and sell twist drills and cutting tools in Bombay, helping to fill a great need for such tools in India.

The U.S. firm's investment will consist entirely of machinery and equipment made in the U.S.

A guaranty of $150,000 has been issued by AID against expropriation, and another in the same amount against losses because of inconvertibility of funds.

Continental Bank International, New York, is investing in Voltas, Ltd., a corporation in India, for expansion and modernization of a factory producing electric hoists and crabs for cranes and lift trucks. The firm has received a guaranty of $922,300 against inconvertibility.

The third investment, consisting of supply of product designs, specifications and technical services for production and sale of X-ray and electro-medical equipment is being made by Picker X-Ray Corp., Waite Manufacturing Division, Inc., of Cleveland.

The venture is being undertaken under a royalty agreement with the Electro-Medical and Allied Industries, Ltd., of Calcutta, India. Picker Corp. has received a $150,000 guaranty against inconvertibility of royalties from sale of products.

Chile

The Simpson Timber Co. of Seattle is investing in Basques e Industrias Madereras S.A., a Chilean corporation which will engage in cutting and logging timber at a concession located at Fundo Pischicolo, Chile. The Chilean firm is expanding the operation to build a sawmill.

The U.S. investment will create new jobs in Chile and a substantial part of the money invested will be used for purchases of U.S. equipment and in payment for U.S. engineering services. AID has issued a guaranty of $800,000 against inconvertibility and another in the same amount against expropriation losses.

Dominican Republic

A new enterprise in the Dominican Republic, Willson International C por A will be assisted by Willson International, Ltd., Inc. of Hialeah, Fla., which is investing money, machinery, equipment and technical services.

The new business will consist of a chick hatchery, poultry farm, sales office and store for sale of imported farm supplies. The firm has received a $100,000 guaranty against inconvertibility and another of equal amount protecting it against expropriation.

Turkey

A California firm, Layne and Bowler Pump Co., of La Puente, is making an investment in Turkey for a plant to manufacture and sell turbine pumps for agricultural use.

The Turkish firm, Layne-Bowler Dik Turbin Pompalari Sanayi ve Ticaret, S.A., will receive dollars and U.S. patterns, tooling and machinery from the U.S. firm, which has received three guaranties —against inconvertibility, expropriation, and war, revolution or insurrection amounting to $444,440 in each case.

Colombia

Celanese Corp. of America, New York, is investing in a new plant for the manufacture of polyester yarn in Colombia. The investment, in Celanese Colombiana, S.A., will benefit the Colombian economy, which has not had any domestically-produced yarn of this type.

The U.S. corporation has received three guaranties—one against inconvertibility for $838,600; another of the same amount against loss by expropriation; and a guaranty against war, revolution and insurrection of $419,300.

Korea

Celanese Corp. has also received three

Investment guaranties increased during 1964

Specific risk investment guaranties, one of the methods of encouraging investment in developing countries, increased by more than 150% during 1964.

The Agency for International Development reported the issuance of 478 contracts worth $707 million during that period compared with 186 amounting to $424 million during 1963.

In 1962, 144 contracts totaled $440 million and 50 were issued in 1961 amounting to $71 million.

The guaranties insure against losses due to expropriation, war revolution and insurrection as well as situations in which companies might be unable to convert their foreign currency profits into U.S. dollars.

Up to the end of 1964, AID had agreed to 110 investment surveys by U.S. organizations in developing countries.

In these surveys, AID agrees to pay half the cost of making the pre-investment study if the U.S. companies decide against an investment. If the company invests, however, it pays all the survey costs and retains exclusive rights to the study.

A total 68 studies were still in progress at the year's end; nine were withdrawn; 23 companies decided not to invest and requested AID payments amounting to $226,-500. Ten companies had decided on investments which, if carried out according to original plans, will total from $15 to $20 million.

guaranties for an investment in Korea which will help the Pumyang Industrial Corp., Ltd., build and operate a plant for sizing synthetic yarn in multiple strands.

In this case, the guaranties are for $228,000 against inconvertibility; a like amount against expropriation; and $100,000 against war, revolution and insurrection.

Spanish bank to finance purchases of U.S. goods

Spanish enterprises with no ready facilities for financing dollar transactions will be able to make moderate-sized purchases of U.S. goods through financing by Banco Urquijo, a leading industrial bank in Spain.

Banco Urquijo, established in 1870, has had extensive experience in assisting U.S. firms to establish Spanish subsidiaries. The Export-Import Bank has authorized a relending credit to the bank to finance sales of U.S. goods and services valued at $2 million.

The Spanish bank's experience and the continuing long-term favorable outlook for the Spanish economy were instrumental in Eximbank's authorization.

EEC reduces internal duties on tobacco

Member States in the European Economic Community having internal duties on unmanufactured tobacco and tobacco refuse will reduce them to 40% of the Jan. 1, 1957 base, effective May 1.

The effect of this decision, published in the Official Journal, is to reduce by a further 10% German and Benelux duties on raw tobacco and waste (Common External Tariff No. 2401) imported, accompanied by a circulation certificate, from other Member States, from Greece and, within an annual quota of 1,500 metric tons, from Turkey.

France and Italy, tobacco-monopoly States, have no internal duties on this trade.

LICENSE ASKED

Wool spinning mill and wool, cotton and silk weaving mill and producer of glass reinforced plastic articles seeks license to make new products for prefabricated buildings, homes.

Write: Lainiere des Flandres, Rodenbachstraat, Rumbeke, Belgium. WTD.

Brazilian project to use U.S. materials

U.S. electrical equipment, material, engineering services and technical assistance will be used for the initial phase of a $76 million Brazilian power integration and expansion program.

The project, undertaken by Companhia Paranaense de Energia Eletrica, (COPEL), will help spur economic growth in the state of Parana. The program's first stage will cost the equivalent of $25.2 million.

Within the next five years, COPEL plans to increase its present 134,000 kilowatt generating capicity to about 400,000 kilowatts through the Xavantes and Capivari-Cachoeira hydroelectric power plants now under construction.

The Xavantes project is scheduled for completion in 1968. The 115,000 kilowatt first stage of Capivari, will be completed by 1970. The two plants will be linked by a 220 kilowatt transmission line, permitting an interchange of power between the northern and southeast regions of the state.

The project will help relieve the power shortage—a major bottleneck in Parana's development. An augmented power supply is expected to stimulate capital investments and to open new employment opportunities. Availability of non-inflationary financing of the power project is also expected to promote Brazil's stabilization effort.

An $11.4 million Agency for International Development loan will finance all the U.S. dollar costs of materials needed for the project. The balance of financing, the equivalent of $13.8 million, will be provided by COPEL.

Iran's new import policy makes no big changes

Preliminary information from Iran indicates no substantial change in that country's import policy for the fiscal year commencing March 21.

With a continuation of restrictions on luxury and non-essential commodities, the policy will emphasize the protection and development of national industries.

The commercial profits tax on tanned cattle hides has been raised from 220 rials ($2.86) to 270 rials ($3.51) per kilogram while the tax on automobile parts for assembly has been changed from 5% ad valorem to 60 rials (78 cents) per kilogram. Tractors of from 70 to 90 horsepower, with rubber tires, have been exempted from the commercial profits tax. Previously, only tractors up to 70 horsepower had been exempted.

Import duties on many commodities will continue to be based on weight, pending adoption of the Brussels system of tariff classification.

Greek cement company to buy U.S. equipment

General Cement Co., S. A., of Athens, Greece, will purchase U.S. equipment and related services needed to increase cement production from 1.3 million to 2 million tons annually.

Among U.S. suppliers expected to sell equipment will be Fuller Co. of Catasauqua, Pa., and Rex Chain Belt Co., of Milwaukee.

General Cement presently accounts for about 45% of cement production in Greece. With the Greek economy continuing to develop at an annual rate of 6%, the demand for cement is expected to grow at an even higher rate.

A $2.5 million Export-Import Bank loan to General Cement will finance the sales. The loan is guaranteed by the National Bank of Greece.

Italy liberalizes delayed import payment regulation

Italy has liberalized its recently imposed 90-day payment limitation on delayed payments for imported goods. The limitation period for delayed payments on imports has now been set at 360 days after receipt of goods instead of 90 days. In addition, if 90% of payment is made within the required 360-day period, the remaining 10% may be paid within 24 months.

LICENSING AGREEMENT

Manufacturer of wide variety of harrow-discs, coulters, plowshares, and cultivator-attachments seeks licensing agreements with companies engaged in related activities for increasing, diversifying present production.

Write: Forges de Niaux, Niaux, Ariege, France. WTD.

Import licensing controls relaxed by New Zealand

Government exempts 90 more items in new 1965-66 schedule

The New Zealand Government, in issuing the Import Licensing Schedule for 1965-66 (July 1–June 30), has exempted 90 additional items, representing imports currently valued at $130 million.

When added to existing exemptions, the new rules will bring the total value of exempted items up to about one-third of New Zealand's total import trade of nearly $900 million.

Among the 90 new items exempted from licensing, those of most significance to U.S. exporters are agricultural tractors; cream separators and parts; some types of agricultural implements, machinery and parts (e.g., combine harvester-threshers, cornpickers, and pick-up hay balers); heavy duty trucks; ball and roller bearings; selected textile piece goods; sausage casings; dried fruit; and iodized salt. None of the exempted items are currently available from New Zealand sources. Many of the raw materials exempted are imported from less developed countries.

New Zealand has emphasized that the exemptions are to be permanent, and any drain on foreign exchange reserves from over-importing will be met, if necessary, by utilizing its drawing rights with the International Monetary Fund.

New provisions adopted

Along with the increase in exempted items, the Government has adopted new provisions governing the importation of controlled items.

These new provisions, by liberalizing the "past performance" basis for allocating import licenses, will not only make it easier for new firms in New Zealand to engage in import trade, but in so doing, will also broaden the market access of foreign suppliers of controlled items.

In the past, import licenses for controlled items were allocated only to firms with a past import record, a system which favors traditional suppliers. The new schedule provides that firms having no past import record may now import directly up to 25% of their average domestic purchases of imported merchandise during the preceding three years.

With increased exemptions and the incentives to new importers, the Government estimates that new importers will now be able to compete against established importers for about half of New Zealand's total annual imports.

EEC regulation available

An European Economic Community regulation governing operations of the European Development Fund and showing selection criteria for EDF projects is now available.

Write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

New import restrictions announced by Singapore

Singapore now requires specific import licenses for all imports of welded tubes and pipes of iron or steel and cocoa powder and chocolate and other food preparations containing over 50% by weight of cocoa from any country (including the Malaysian Territories).

Goods manufactured in Malaysia, or of Malaysian origin, are not subject to license but must be accompanied by documentary evidence showing the country of manufacture or origin.

Import quotas on tubes and pipes will be applied only to sizes of ¼ in. to four in. (internal dimensions). Such quotas will be restricted to 50% of an applicant's proved imports for 1964 and, beginning last March 5, licenses will be issued at intervals of three months. Specific import licenses on other sizes will be issued on application without quota restrictions.

Quotas for the cocoa and chocolate food products will be limited to 100% of an applicant's proved imports for 1964. Licenses will be issued at three month intervals beginning last March 11.

Licenses for goods to be imported into Singapore for reexport will be issued if the goods, pending reexport, are stored in the warehouses of the Port of Singapore Authority and shall be reexported within the period specified in the license.

EEC lists tariff quotas for lead, zinc imports

The Official Journal of the European Economic Communities has published Member State tariff quotas for lead and zinc imported from third countries into the Netherlands, Germany and Belgium.

The following list shows the Common External Tariff members, products, countries and quotas in metric tons. The in-quota products are all duty-free. The regular CXT rates in all instances are $1.32 per 100 kg.

7801A—Unwrought lead, Netherlands 30,500; F.R.Ger., 60,000; Belgium, 10,000 (of which 4,000 can be "work-lead," i.e., bullion, containing at least 0.03% of silver by weight and imported for refining).

7901A—Unwrought zinc, Netherlands, 10,000; ex 7901A—Unalloyed unwrought zinc, Germany, 60,000.

The above quotas represent implementation for calendar 1965 of Protocol No. XV to the Rome Treaty, which authorizes Germany, Belgium and Netherlands to introduce duty-free tariff quotas of unwrought lead and zinc corresponding to 20% of the needs of their user industries and, in the case of Netherlands, a minimum of 10,000 metric tons annually.

Foreign licensing, investment conditions set down by Spain

Spain has set conditions for foreign licensing and investment agreements in the railway material, vehicle, domestic electrical appliances and internal combustion engine industries.

Under a new decree, companies in these fields may not conclude licensing or investment agreements with foreign firms which would limit the geographical area of the Spanish company's export, or would not allow the Spanish company to make full use of the most modern products or processes of the foreign company.

Restrictive agreements are not completely prohibited by the decree. Such agreements, however, will require special governmental permission which may be granted in cases where the restriction on the exports of the Spanish company pertains only to the home country of the foreign company or where the Spanish company is only limited temporarily until technology is sufficiently advanced to guarantee a quality product.

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Limestone crushing plant to be built in Colombia; site to be near quarry

The Planta Colombiana de Soda—Costa Atlantica (Colombian Soda Plant—Atlantic Coast) has published an invitation to bid for furnishing one complete stationary limestone crushing and screening plant.

This crushing plant is to be located at the quarry, on the "Turbaco" formation, about six kilometers from the soda ash plant at Mamonal, on the seashore.

The climate is tropical and humid. Rainy and dry seasons, of 3 months duration each, alternately occur at the quarry site. Rains are often heavy and quarry production is expected to suffer during wet seasons.

Crushing plant and quarry will receive power generated in Mamonal at 13,200 volts. A high tension line will run to the quarry where a step-down transformer station will be provided to supply 3-phase, 60-cycle, 440 volts power for all crushing plant and quarry motors.

With the exception of the electric shovel, motors will be supplied with about 2,400 volts from a separate transformer.

The crushing plant will produce limestone between the sizes of 40 and 5 millimeters (minus 1½ and plus 3/16 inch approximately), which will be subsequently calcined in two rotary kilns at Mamonal.

It must designed for two stages of operation. During the first, daily capacity will be 1,120 metric tons, corresponding to 140 metric tons per hour. The second, or expansion stage, will double the above capacity.

The tender documents may be obtained before May 15 from the Planta Colombiana de Soda, Edificio Banco de la Republica, Piso 12, Bogota, for 1 000 pesos Colombian currency (about $72 at the current free market rate of exchange). This amount will not be reimbursed.

All bids must be accompanied by a guarantee bond amounting to 10% of the value of the bid. Bid deadline is June 15.

This crushing plant will be financed by the Inter-American Development Bank within the programs of the Alliance for Progress. Bidding is worldwide.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Bids requested by Japan for expressway project

Bids are internationally invited for "Kodan" by Japan's Highway Public Corp. on the construction, cutting, embankments, bridges and other works included in the Project "I" section of the Tokyo-Nagoya Expressway between Toyokawa and Komaki.

As specified in earlier projects, Kodan will also furnish the steel and Portland cement on this project, and will not permit subletting the major part of this work (INTERNATIONAL COMMERCE, April 19, p. 35).

Prequalification or bidders invitation deadline is 10 a.m. June 25. Copies of the announcement are available to firms located in the United States on loan from the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, Department of Commerce (Telephone: 202-967-3601), or **write:** Contract Section, Procurement and Right of Way Dept., Japan Highway Public Corp. No. 1, 1-chome, Shiba Tamura-cho, Minato-ku, Tokyo.

Germany issues NATO tender on tank storage improvement

The Federal Republic of Germany has issued a NATO international competitive bidding (ICB) tender, in which U.S. firms certified eligible for NATO-ICB may participate.

Project BMVtdg # 65-25-74-04-36. Improvement of Tank Storage, is located in Rhineland-Palatinate. The scope of principal supplies and services are:

Approximately 4000 cubic meters earth moving, 2000 meters steel pipes (NW 150-200) including fixtures; one storage tank, 10 cubic meters; three each fuel pumps, NP 10/NW 150, filters and filter water separators; also one transformer station with transformer, 200 kv.-a.; two standby power generators, 100 kv.-a. each; 3000 meters cable, and three gravitometers, switching, measuring and control devices. Deadline for submission of application, including DM150 (about $37.50) filing fee, is May 4.

U.S. firms interested in participating must submit their application on a specially designated form available from the Trade Opportunities Staff, Department of Commerce, BDSA 6192, Washington, D.C. 20230. (Telephone: WO 7-4674—area code: 202).

Irrigation agency in Iraq seeks canal excavation bids

Iraq's Directorate General of Irrigation seeks excavation bids on the Ishaki Main Canal which is approximately 50 miles north of Baghdad.

Deadline is May 26 for bidding on this Contract No. 4, which involves approximately 4.5 million cubic yards of excavations and the embankment trimming of approximately 97,350 square yards.

The project includes supplying and applying 138 138 square yards of soil sterilant, and the supply and placing of 117,208 square yards each of both polyethylene lining and precast concrete tiles.

Bidders may obtain terms and specifications for $28 per copy, plus air mail charges, from the above Directorate, Ministry of Agrarian Reform, Baghdad. Tenderers will submit either a $14 286 cash deposit or an Iraqi bank guarantee for that amount.

A set of tender documents will be available for review only in the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-3601).

Greece Ministry invites bids for sewerage works project

The Ministry of Public Works, Hydraulic Works Service, 7 Themistocleous St., Athens, invites bids on financing and construction of a sewerage network in the capital area.

Firms eligible to participate are: engineering firms certified by their governments as technically and financially competent; joint venture of foreign firms and local firms; banking and other financial agencies for financing only or financing and construction through subcontracts, with approval and supervision by the Greek Government.

The estimated value of the project is $33.5 million. Bid deadline is May 15.

One copy in English of the bid invitation and general terms has been furnished to the Water Industries and Engineering Services Division, BDSA, and may be reviewed by interested U.S. firms in Room 4111, Department of Commerce, Washington, D.C. 20230.

Japan seeks prequalifications on steel bridge construction

Japan's Tokyo Expressway Public Corp. seeks international bids on work area No. 41 and 42, one section of the Haneda-Yokohama Expressway Project Steel Bridge Construction. This section is between 4-chome Kanagawadori and 3-chome Moriya-cho of the $85.5-million Expressway project which was started earlier this year and planned to be completed by September 1968.

Six subsequent announcements for bidding on this Expressway construction are planned before completion.

May 20 is the deadline to submit prequalification applications or apply to the above corporation's Contract Section, No. 1-38, Mitakecho, Shibuya-ku, Tokyo, Japan.

Copies of this bid announcement and information are available on loan only to interested contractors, located in the United States, from the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, Department of Commerce. (Telephone: 202-967-3601).

Saudi Arabia offers prizes for engineer plans, drawings

Saudi Arabia's Ministry of Information invites engineering firms or contractors to submit primary sketches, plans and drawings for the biddings and construction of a lecture hall and broadcasting project in Jeddah and Riyadh.

The financial department at the Ministry's headquarters in Jeddah will furnish a free copy of the terms to interested bidders.

Bid deadline is May 15, at which time the Information Ministry's selected committee will examine the offered projects for the following prizes:

Best project will get $666.66; second best will get $444.44; and third will get $222.22.

If the winning consulting architect will carry out the construction and supervision on his full detailed drawings an additional 5% will be allowed.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

019 Commercial Farm Products

MOROCCO—Seeds for the growing of vegetables and fruits such as tomatoes, squash, pumpkins, melons, watermelons. Requests correspondence in French, quotations Casablanca. S.O.G.I.M.A. (importer), 106, rue Allal ben Abdallah, P.O. Box 292, Casablanca. WTD 3/19/64.

200 Food

CYPRUS—Fresh butter, canned meat, margarine, lard, frozen turkeys, peas and brussel sprouts; direct purchase and agency. Bellapais Suppliers, Ltd. (importer, wholesaler, retailer), P.O. Box 1872, Nicosia. WTD 11/17/64.

TRINIDAD—Grocery lines for hotels and institutions. Direct purchase and agency. C. A. J. Lashley & Co., Ltd. (importers, wholesalers, commission merchants), 11 Edward St., P.O. Box 510, Port of Spain. WTD 3/31/65.

201 Meat Products

GERMANY—Natural and artificial sausage casings; large quantities; direct purchase and agency. Richard Metzke Sohn (importer, exporter, wholesaler), 22 Am Kran, Westhafen, 1 Berlin 65. WTD 12/31/64.

KUWAIT—Canned meat products, all kinds. Al Fahed & Ataya Co. (wholesaler), P.O. Box 2042, Kuwait. WTD 1/12/65.

TRINIDAD—Frozen turkeys. Direct purchase and agency. C. A. J. Lashley & Co., Ltd. (importers, wholesalers, commission merchants), 11 Edward St., P.O. Box 510, Port of Spain. WTD 3/30/65.

203 Canning, Preserving Food

TRINIDAD—Canned fruits and vegetables and fruit juices, direct purchase and agency. C. A. J. Lashley & Co., Ltd. (importer, wholesaler, commission merchant), 11 Edward St., P.O. Box 510, Port of Spain. WTD 3/30/65.

204 Grain Mill Products

NORWAY—Starch, pearl and pre-cooked, for paper industry. Direct purchase and agency. Ivar A. Poulsen, Hans Poulsen & Son A/S (manufacturers' agent, distributor), 80 Trondheimsveien, Oslo. WTD 5/14/64.

206 Sugar

CEYLON—Molasses for use in manufacturing gin, arrack, rectified spirits. The Secretary, Sri Lanka Distilleries, Limited (wholesaler, manufacturer), Wadduwa, Ceylon. WTD 2/10/65.

208 Beverages

FRANCE—Bourbon whisky. Robert Dalakupeian (importer, dealer), 22-23 Preau des Eaux-de-Vie, Halle-aux-Vins, Paris 5e. WTD 6/30/64.

209 Food Preparations

FRANCE—Honey. Requests replies in French. Girod (producer), Route de Fauch, Albi, Tarn. WTD 4/1/65.

JORDAN—Crude cottonseed oil, for production purpose in factories. The Industrial Commercial and Agricultural Co., Ltd. (manufacturer, importer, exporter), P.O. Box 1, Amman. WTD 10/29/64.

220 Textile Mill Products

AUSTRALIA—Fabrics suitable for men's outerwear. Frieze Bros. Pty., Ltd. (importer, manufacturer), 2-8 Hoddle St., Abbotsford, N.9, Victoria. WTD 2/4/65.

SWEDEN—Fabrics for women's dresses. AB P. Rudholms Konfektionsfabrik (manufacturer), Bryggaregatan 18-20, Boras. WTD 3/24/65.

Medium-low priced fabrics for women's dresses. Derbex Konfektion (manufacturer), Reutersgatan 2A, Goteborg. WTD 3/24/65.

222 Broad Woven Fabric Mills

KENYA—Textile yard goods: Perlon velour, 54″, 50″; Perlon ribbed material, 54″, 90″, various colors; Perlon charmeuse, 60″, 120″. Nylon lace material, 54″, 72″; nylon lace edgings. Requests samples, quotations cif Mombasa. Hembro Agencies (manufacturers' representative), P.O. Box 2705, Nairobi. WTD 2/9/65.

SWEDEN—Cotton, rayon, nylon fabrics for interior decorating and bedspreads. Direct purchase and agency. I. Levy & Co. (importer, wholesaler, sales agent), Klingstavagen 14, Danderyd. WTD 2/15/65.

224 Narrow Fabrics, Other Smallwares

AUSTRALIA—Fabrics suitable for manufacturing neckties. Greenfield, Lyons & Holbrook, Pty. Ltd. (importer, manufacturer, wholesaler), 1A Little Gold St., Brunswick, Victoria. WTD 2/4/65.

225 Knitting Mill Products

ITALY—Laminated jersey of wool, mixed wool, or acrylic fibers with foam rubber back and acetate jersey lining. Direct purchase and agency. Florentex Textiles (importer, exporter, manufacturers' agent), 39 Via De' Bardi, Florence. WTD 1/21/65.

SWEDEN—Bonded (sandwiched) jersey, wool, man-made fibers, mixtures for women's dresses, suits, coats; agency and direct purchase. C. H. Soderlund & Co. AB (agent),

Vastra Hamngatan 22, Goteborg C. WTD 12/18/64.

229 Textile Goods

AUSTRALIA—Vinyl coated fabrics suitable for furniture upholstery and canvas used in the manufacture of chairs. Kennard Stead Pty., Ltd. (manufacturer), 102 Bowden St., West Ryde, N.S.W. WTD 3/31/65.

FRANCE—Expanded vinyl sheets on knitted support; all types of flexible plastic sheets; imitation leather; imitation suede. Direct purchase and agency. Societe Dofan (manufacturer, dealer), 14 Place Jacques Bonsergent, Paris 10e. WTD 12/22/64.

KOREA—Nylon mesh nets for production of wigs. Reliance Enterprise Co. (wigs producer, exporter), I.P.O. Box 1988, Seoul. WTD 3/10/65.

232 Men's, Boys', Youths' Furnishings

SWEDEN—Leather jackets and coats for men and boys; ready-made separate jackets and trousers for men; clothes of all kinds for teenagers. Direct purchase and agency. Lundquist & Wottrich (importer, sales agent), Barnhusgatan 3, Stockholm. WTD 2/16/65.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Women's dresses; 10,000 a year; also exclusive right. Derbex Konfektion, Reutersgatan 2A, Goteborg. WTD 3/24/65.

Leather jackets and coats for women and girls. Medium priced clothes, all types, for teenagers. Direct purchase and agency. Lundquist & Wottrich (importer, sales agent), Barnhusgatan 3, Stockholm. WTD 2/16/65.

234 Women's, Misses', Children's Under Garments

GERMANY—Women's nightwear; all types; price quotations cif German or Dutch ports. Coesfelder Weberei, Inh. Grevener Baumwollspinnerei AG (manufacturer, exporter), 442 Coesfeld. WTD 3/19/65.

236 Girls', Children's, Infants' Outerwear

DENMARK—Infants' coats and windbreakers, boys' shirts, infants hosiery. Tumling Bornekonfektion (importing wholesaler, manufacturer), 8 Hovedvagtsgade, Copenhagen K. WTD 4/6/65.

242 Saw Mill, Planing Mill Products

GERMANY—Lumber dressed, Carolina pine, southern yellow pine, pitch pine, Douglas fir, red cedar, redwood; cif Rotterdam. Muenker & Hermanns Holzgrosshandlung—Holzimport (importer), 4 Duesseldorf Krahkampweg 29. WTD 3/24/65.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

BRAZIL—Complementary elements for prefabricated construction. Requests price quotations cif Rio de Janeiro and catalogs. Bauer-Arquitetura, Industria e Comercio Ltda. (manufacturers' representative), Caixa Postal 1791, ZC-00, Rio de Janeiro. WTD 4/2/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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249 Wood Products

● **IRAQ**—One million wooden dowels for concrete sleepers. Tender No. G/IT/22/65, bid deadline May 17. Terms and specifications available for $14 per copy, plus air mail charges to the U.S., from Directorate General of Iraqi Republican Railways Service, Baghdad.

251 Household Furniture

BELGIUM—American period, early American, and similar type, furniture, made of pine wood. Bouckaert-Van Rolleghem S.P.R.L. (importer, exporter, wholesaler, manufacturer), 50 Ooststraat Roeselare. WTD 8/6/63.

262 Paper Mill Products

BELGIUM—Napkins, paper, silicone impregnated for cleaning windows. Cladas & Fils S.P.R.L. (importer, exporter), 115 Rue Vanderlinden, Brussels. WTD 12/15/64.

264 Converted Paper, Paperboard Products

GERMANY—Fine paper for stationery and office uses, cif European ports; requests replies in German. Poensgen & Heyer (manufacturer), 16 Zeughausstr., 5 Koeln. WTD 3/26/65.

SOUTH AFRICA—Stationery, tablets and related products; wrapping paper, including waterproof, impregnating, vapor barrier, crepe and gift; paper rolls for adding and other business machines; other converting paper and board products, except advertising novelties, containers, patterns and playing cards. Bowater Paper Co. (Pty.), Ltd. (importer, wholesaler, sales agent), P.O. Box 4663, Johannesburg. WTD 3/25/65.

266 Building Paper, Board Mills

SOUTH AFRICA—Construction paper and board, except asbestos or tar saturated. Bowater Paper Co. (Pty.), Ltd. (importer, wholesaler, sales agent), P.O. Box 4663, Johannesburg. WTD 3/25/65.

272 Periodicals

GERMANY—Magazines, particularly in the fields of law, petroleum chemistry, and education. Wolfgang Oelbermann KG, Buch & Lehrmittelhaus (retail book store), 672 Speyer am Rhein, Wormserstrasse 49, West. WTD 3/19/65.

273 Books

GERMANY—Technical books, particularly in the fields of law, petroleum chemistry, and education. Wolfgang Oelbermann KG, Buch & Lehrmittelhaus (retailer), 672 Speyer am Rhein, Wormserstrasse 49, West. WTD 3/19/65.

Technical, scientific and medical books. Buchhandlung Wendelin Niedlich K.G. (importer, exporter, retailer), 7 Stuttgart, Schlossstrasse 51. WTD 3/31/65.

281 Industrial Chemicals

FRANCE—Basic chemicals of all kinds. Ets. Lamarche (manufacturer, importer, dealer), 147-149 rue de Javel, Paris 15e. WTD 1/22/64.

PAKISTAN—Laboratory chemicals and stains. Direct purchase and agency. Unique Scientific Traders (importer, distributor), 26 Abkari Rd., Anarkali, Lahore 2. WTD 12/29/64.

Caustic soda for use in own factory; value $12,000. Sheikh Fazal Rehman & Sons, Ltd. (manufacturer), Industrial Area, Mumtazabad, Multan, West. WTD 2/26/65.

PANAMA—Dicalcium phosphate for use in preparing feed supplement for cattle. Agro, S.A. (importer, dealer), P.O. Box 3417, Panama, R. P. WTD 1/21/65.

Hydrogen peroxide. Drogueria Ramon Gonzales Revilla (importer, distributor), P.O. Box 31, Panama, R. P. WTD 4/5/65.

● **TURKEY**—Zinc chromate primer, 8 tons. Tender No. 965/3025, bid deadline May 3. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O. Bahcekapi, Istanbul (Materials Purchasing Department, Turkish Maritime Bank)★ (Telephone 202-WO 7-3512).

282 Synthetic Materials

FINLAND—Plastic or other film products designed for packaging purposes; request descriptive literature, price lists; direct purchase or agency. Oy Andrix AB (importer, commission agent), Bulevardi 28, Helsinki. WTD 4/2/65.

FRANCE—Vinyl chloride sheets—plain, grained or printed. Direct purchase and agency. Societe Dofan (manufacturer, dealer), 14 Place Jacques Bonsergent, Paris 10e. WTD 12/22/64.

SPAIN—All kinds of synthetic yarns and fibers. David Leon Wolkowicz Rotsteyn (importer), Wolmar Central de Comercio Exterior, Paseo de Gracia 69, 4°, desp. 8, Barcelona 8. WTD 3/26/65.

283 Drugs

FINLAND—Pharmaceutical chemicals, drugs, related items; request descriptive literature, price lists, terms; direct purchase and agency. Oy Holmar Ab (importers, wholesalers, commission agents), P. Esplanaadikatu 33A, Helsinki. WTD 11/18/64.

PAKISTAN—Pharmaceutical drugs and medicines, such as antibiotics, sulpha drugs, hormones, vitamins, syrups, malts; requests price quotations C & F Karachi; direct purchase and agency. Swift Traders (importer, manufacturers' agent), 69 Wazir Mansion, Nicol Rd., Karachi-2. WTD 3/1/65.

284 Soaps, Detergents, Cleaning Preparations

FRANCE—Special detergents for aircraft. Direct purchase and agency. Etablissements Beinisch (importer), 50 avenue Edward Vaillant, Boulogne-Billancourt (Seine). WTD 6/24/64.

KOREA—Hair dyes for wigs. Reliance Enterprise Co. (wig producer, exporter), I.P.O. Box 1988, Seoul. WTD 3/10/65.

KUWAIT—Soap products, all kinds. Al Fahed & Ataya Co. (wholesaler), P.O.B. 2042, Kuwait. WTD 1/12/65.

PAKISTAN—Face creams, hand lotions, lipsticks, nail polishes and toilet requisites: re-

quests price quotations C & F Karachi; direct purchase and agency. Haji Hashim H. M. Adenwalla (importer, manufacturers' agent), Elphinstone St., Karachi-3. WTD 3/19/65.

285 Paints, Varnishes, Lacquers, Enamels

BRAZIL—Special coatings and paints for prefabricated construction. Requests price quotations cif Rio de Janeiro and catalogs; direct purchase and agency. Bauer-Arquitetura, Industria e Comercio Ltda. (manufacturers' representative), Caixa Postal 1791, ZC-00, Rio de Janeiro. WTD 4/2/65.

287 Agricultural Chemicals

● **GREECE**—Dimethoate, 20 metric tons. Tender no. 1884, bid deadline May 8. Agricultural Bank of Greece, Supply Service—Supplies Section, 12-14 Karageorgi Servias St., Athens 125.★ (Telephone 202-WOrth 7-3910).

MOROCCO—Nitrate fertilizers for agriculture, in finished form, especially a variety called "Ditheine"; sulfur, bright yellow, pure, in solid form or pulverized. Requests correspondence in French, quotations Casablanca. S.O.G.I.M.A. (importer), 106, rue Allal ben Abdallah, P.O. Box 292, Casablanca. WTD 3/19/64.

PAKISTAN—Fertilizers—triple super phosphate: requests price quotations C & F Chittagong. Adil Brothers (importer, manufacturers' agent), Bait-ul-Hamd, 140, Bunder Rd., Karachi. WTD 9/26/63.

★★ **SPAIN—Trade Mission**

Insecticides, agricultural. Sr. D. Fernando Tello, Chemist, Industrias Quimicas Tello, Gran Via 4, Castellon de la Plana (Castellon). WTD 2/4/65. TM 407.

Insecticides, agricultural. Sr. Francisco Soler Fandos, Manager, Argos, S.A., Moratin 17, Valencia. WTD 2/4/65. TM 410.

291 Petroleum Refining

IRAQ—Compound marine engine oil, grade 1000c, 40 long tons. Tender No. Tawzee/14/65, bid deadline May 23. Terms and specifications may be obtained from issuing authority for $2.80 per copy. Administration of Distribution of Oil Products, P.O. Box 302, Baghdad.

306 Fabricated Rubber Products

PAKISTAN—Dental dams, rubber. Direct purchase and agency. Universal Dental Supply Co. (importer, distributor), 9 Beadon Rd., Lahore. WTD 12/24/64.

307 Plastic Products

BRAZIL—Complementary elements for prefabricated construction; requests price quotations cif Rio de Janeiro and catalogs; direct purchase and agency. Bauer-Arquitetura, Industria e Comercio Ltda. (manufacturers' representative), Caixa Postal 1791, ZC-00, Rio de Janeiro. WTD 4/2/65.

TURKEY—Plastic scrap material, assorted according to chemical composition, grade, color. Scrikss Maden Ve Plastik Sanayii A.S., Guzel Han No. 12, Sirkeci, Istanbul. WTD 3/24/64.

325 Structural Clay Products

FRANCE—Ceramic wall and floor tile. Societe Major (importer, dealer), 2 rue de Rocroy, Saint-Maur, Seine. WTD 3/5/65.

331 Steel Mill Products

● **INDIA**—Railroad wheels and axles: 12 682 sets. Tender No. G.P.39 of 1965, bid deadline May 20. Ministry of Railways (Railway Board), New Delhi-1. Tender documents available from India Supply Mission (Ref. No. D/ENQ/1662), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Tender fee, $3.15 each, not refundable.

● 6971 metric tons of plates, flats, angles and billets. Tender No. S-57 of 1965, bid deadline May 14. Ministry of Railways (Railway Board), New Delhi-1. Tender documents available from India Supply Mission (Ref. No. D/ENQ/1663), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Tender fee, $2.10 each, not refundable.

● 100 metric tons ferromolybdenum. Tender No. SV-4/26150-P/25053-P/TEC. bid deadline May 6. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. Ref. No. D/ENQ/1660 for $2.10 (not refundable).

PAKISTAN—Mild steel sheets hot rolled 2ASTM-A/415/58 re-squared, oiled, annealed, stressed, relieved & normalized. Stacked bare bundles of 6000 lbs. in different sizes: 8′ x 2′ x 15 SWG; 4′ x 2′-2¾″ x 15 SWG; 8′ x 2′-7½″ x 14 SWG; 8′ x 3′-3½″ x 13 SWG; 8′ x 2′2″ x 12 SWG: requests price quotations C & F Karachi. Home & Foreign Traders (importer, manufacturers' agent), 21, Aurangzeb Market (first floor), P.O. Box No. 332, Bunder Rd., Karachi. WTD 2/24/62.

Galvanized sheets—8′/3″, B.G. gauge 24, 26. 28 and 30: requests price quotations C & F Karachi; direct purchase and agency. Sanitpak (importer, manufacturers' agent), No. 10, Hajrabai Bldg., Mohan Rd., Karachi. WTD 3/31/65.

Mild steel pipes 4″ x 6″ dia., lengths 20′, 7″ to 10″ dia.. lengths 10′, thickness 5/16″ to ⅜″ value $50 000. M.S. sheets 8′ x 4′, 1/16″, 150 sheets; 8′ x 4′, ⅛″, 150 sheets; 8′ x 4′, ¼″, 180 sheets; 8′ x 4′, 3/16″, 180 sheets; 8′ x 4′, ⅜″, 150 sheets; 8′ x 4′, ½″, 30 sheets; value $70.000. Steel Trading Co. (importing distributor), Ramgali No. 2, Brandreth Rd., Lahore, West Pakistan. WTD 4/2/65.

333 Primary Smelting, Refining Nonferrous Metal

PAKISTAN—Aluminum billets. 99.5%. Copper ingots, 99.5%. M. Shah Muhammad & Sons (manufacturer). Outside Pak Gate, Multan, West Pakistan. WTD 4/2/65.

335 Rolling, Drawing, Extruding Nonferrous Metal

PAKISTAN—3 core, flexible copper cable (except coaxial), 440 volts, 3-phase, a.c. cross sectional strength of 1 to 250 h.p. load value $15,000. Sh. Fazal Rehman & Sons, Ltd. (manufacturer), Industrial Area. Mumtazabad, Multan, West Pakistan. WTD 2/26/65.

342 Cutlery, Hand Tools, General Hardware

FRANCE—Portable hand tools, for use by electricians; direct purchase and agency. Etablissements A. Morin (wholesaler, agent), 22, rue des Filles Dieu, Troyes, Aube. WTD 8/3/64.

Garden tools and equipment. Direct purchase and agency. Paris Geneve (manufacturer), 30 rue Jacquart, Pantin (Seine). WTD 8/12/64.

KUWAIT—Kitchenware, all types; particularly interested in kitchen cutlery. Wady Trading & Contracting Co., P.O. Box 2107, Kuwait. WTD 12/7/64.

PAKISTAN—Nuts, bolts, rivets, screws, value $15,000. Files, emery paper, drills, tapes, grinding wheels, value $6 000. Steel Trading Co. (importing distributor), Ramgali No. 2, Brandreth Rd., Lahore, West Pakistan. WTD 4/2/65.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Heating apparatus: steam, hot air, hot water. Sinks: enameled iron, cast iron, pressed metal. Societe Major (importer, dealer), 2 rue de Rocroy, Saint-Maur (Seine). WTD 3/5/65.

PAKISTAN—Filters, water, faucet, direct connection with main lines: requests price quotations C & F Karachi; direct purchase and agency. Ghanchi Impex (importer, manufacturers' agent), 9 Akhara Bldg., Bhimpura, Lawrence Rd., Karachi. WTD 3/12/65.

344 Fabricated Structural Metal Products

BRAZIL—Complementary elements for prefabricated construction; requests price quotations CIF Rio de Janeiro and catalogs. Bauer-Arquitetura, Industria e Comercio Ltda. (manufacturers' representative), Caixa Postal 1791, ZC-00, Rio de Janeiro. WTD 4/2/65.

● **NEW ZEALAND**—Supply and deliver total 131 galvanized steel transmission line towers (110 kv. lines): 89—50 ft. standard suspension tower bodies and related items; 32—50 ft. angle tower bodies and related items; 10—40 ft. heavy strain and deadend tower bodies and related items.

Contract No. 460, bid deadline 4 p.m. May 25. Plans, drawings, specifications available. **Write:** Secretary, Tenders Committee, New Zealand Electricity Department, Wellington.★ (Telephone: 202-967-3601).

PAKISTAN—One 250 lb. evaporation power steel boiler, 11,000 lb. per hour for existing vegetable ghee (cooking medium) plant. Electricity: a.c. 3-phase, 440 volts, 50 cycles. Value $25.000. Sh. Fazal Rehman & Sons, Ltd. (manufacturer), Industrial Area, Mumtazabad, Multan, West Pakistan. WTD 2/26/65.

★★ **SPAIN—Trade Mission**

Expanded metal and metal lathe. Desires to be a stocking distributor in Spain for U.S. manufacturer. Domingo Rafols, Escuelas Pias 90, Barcelona 7. WTD 2/26/65. TM 283.

349 Fabricated Metal Products

● **COSTA RICA**—Valves—three 6″ steel gate valves: one 600 psi; two 150 psi, one of which to be motor-operated; three 8″ gate valves; and one 6″ diaphragm control valve. Tender no. 1211, bid deadline May 12. Specifications available in Spanish only. Instituto Costarricense de Electricidad (I.C.E.), Apartado XXXII, San Jose.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Pipe fittings, all kinds (except cast iron). Value $10.000. Steel Trading Co. (importing distributor), Ramgali No. 2, Brandreth Rd., Lahore, West Pakistan. WTD 4/2/65.

351 Engines, Turbines

NEW ZEALAND—New and used Cummins diesel engines and new spare parts. Importer and rebuilder of diesels requests quotations CIF Auckland. Diesel Sales, Ltd. (importer, manufacturer, exporter), 922 Great South Rd., Penrose (P.O. Box 3566), Auckland. WTD 10/17/63.

● **TURKEY**—Supply one steam turbine, back pressure type suitable for 4000 kw. generator. One three phase synchroneous generator, 5000 kva, 400-volt, 50-cycle with control, switching panels and auxiliary equipment for sugar factories of Turkey, Inc. Bid deadline May 15. Turkiye Seker Fabrikalari A.S., Ankara. Specifications available from Modern Tercume Burosu, Menekse Sokak No. 20/7, Kizilay, Ankara for approximately $6 per copy.

One set of specifications available for review only, not for loan, from Power & Electrical Equipment Division, Room 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230.

● Supply and erection of one horizontal shaft, francis turbine, 640 h.p., 750 rpm, net head approximately 94 feet, plus spare parts to be erected at township of MVT. Bid deadline May 5. Iller Bankasi, Genel Mudurlugu, Ankara. Specifications available for approximately $9 per copy from Modern Tercume Burosu Menekse Sokak No. 20/7, Kizilay, Ankara.

One copy of specifications is available for review only, not for loan, from the Power & Electrical Equipment Division, Room 4124, BDSA-6430, Department of Commerce 20230. (Telephone: 202-WO 7-4242).

352 Farm Machinery, Equipment

FRANCE—Motor-driven lawnmowers and sprayers. Direct purchase and agency. Paris Geneve (manufacturer), 30 rue Jacquart, Pantin (Seine). WTD 8/12/64.

PAKISTAN—Agricultural equipment: tractors, 3, 6 tons capacity maximum; request price quotations C & F Karachi; direct purchase and agency. Yusuf Imtiaz & Co. (importer, manufacturers' agent), 73 Noor Chambers, Bunder Rd., Karachi. WTD 3/22/65.

353 Construction Machinery

● **BURMA**—One mobile crane, 5-ton capacity, equipped with 30′ boom; 1 track-laying type tractor equipped with hydraulic controlled dozer (D-8 or equivalent). Tender No. 5/Mach 23/G-1(64-65), bid deadline May 14. Government of the Union of Burma, Division Manager, Machinery, Equipment, Tools & Spares Division, People's Stores Corp., 228/240 Strand Rd., Rangoon.★ (Telephone: 202 WO 7-5566).

FRANCE—Building-yard equipment; new building equipment, all kinds. L'Enterprise Generale Industrielle (public works), 66 rue de la Chaussee-d'Antin, Paris 9e. WTD 7/8/64.

GERMANY—New or used dump trucks, 65 tons; heavy duty graders; power shovels with a capacity of 4.5 cubic yards, 8 cubic yards, or larger. Palmyra Import Export GmbH (importer, wholesaler), Neue Rabenstrasse 32, Hamburg 36. WTD 7/21/64.

● **GREECE**—60 track groups, sealed type, similar to 8M-7472 Caterpillar; 120 track roller groups, single-flange, lifetime lubricated, No. IM-3827; 120 track carrier roller groups, lifetime lubricated, No. IM-7923; 60 front idlers, No. 2F-854; 60 front idlers, No. 2F-854; 60 drive sprockets, No. 4F-6061. Tender No. 410, bid deadline May 17. Ministry of Agriculture, General Directorate of Agriculture, Land Reclamation Service, Directorate "V", Athens.★ (Telephone: 202 WO 7-5566).

● **INDIA**—Four concrete transit mixers, truck mounted, 4 cu. yd. drum capacity, rotated through front power take-off from truck engine. Tender No. Project/2228/056A/I, bid deadline May 19. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Documents available from India Supply Mission (Ref. D/ENQ/1658), 2536 Massachusetts Ave. NW., Washington, D.C. 20008, for $1.

PAKISTAN—Concrete mixers, 3½ cubic feet and larger. Road rollers, 10- to 12-ton capacity, 3-wheel, diesel-driven of suitable horse power. Requests price quotations C & F Karachi; direct purchase and agency. Sanitpak (importer, manufacturers' agent), No. 10 Hajrabai Bldg., Mohan Rd., Karachi. WTD 3/31/65.

Motor graders, direct drive, six-wheel 100 (engines) h.p., scarifier pressure. 7880 lbs., gross weight 21,300 lbs. Requests price quotations C & F Karachi; direct purchase and agency. A. G. Ahmed & Sons (importer, manufacturers' agent), G.P.O. Box 81, 49 Noor Chambers, Bunder Rd., Karachi. WTD 3/27/63.

354 Metalworking Machinery

AUSTRALIA—Machine tools for metal cutting and forming. Should have some new or unusual feature, and must be competitive in price. Direct purchase and agency. Demco Machinery Co. (Victoria) Pty., Ltd. (importer, wholesaler), 484 Spencer St., Melbourne, Victoria. WTD 2/4/65.

● **INDIA**—Slotting machine, 305 mm. stroke, 610 mm. table diameter. Tender No. SWP 5/5051/141 A/TE, bid deadline May 7. Threading machines (4), multi-speed, single head, 8 speeds. 45-254 rpm. Tender No. SWP 7/2021/027A/TE, bid deadline May 14. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. for $1 and $1.75, I.S.M. Ref. Nos. D/ENQ/1653 and D/ENQ/1659, respectively.

NEPAL—Boring machine—one rifle barrel boring machine for boring and reboring 12 and 16 smooth bore 32″ long barrel. 380 volts, 3-phase, 50-cycle. Quotations and catalogs c.i.f. Calcutta requested. National Trading, Ltd. (importer, exporter), Lal Durbar, P. Box 128, Kathmandu. WTD 7/24/63.

PAKISTAN—Machinery, packaged type, for the production of metal wire products such as tacks, nails. Electrical characteristics, 220 volts single-phase 50/60 cycles. Requests price quotations C & F Karachi; direct purchase and agency. Pakistan Trades Ltd. (importer, manufacturers' agent), 32 Ghafoor Chamber, Victoria Rd., Karachi. WTD 12/18/64.

Galvanized iron seamless pipes of fractional to four inches diameter of 20 feet lengths. Annual production 6000 tons. Technical know-how essential. Quotation required by June 1 to prepare plan and apply to government for approval sanction. Electricity: 440 volts, 50 cycles, a.c. 3-phase. Sh. Fazal Rehman & Sons, Ltd. (manufacturer), Industrial Area, Mumtazabad, Multan, West Pakistan. WTD 2/26/65.

Machinery: automatic steel segment ring cutting and sizing machine; segment ring coiler machine; material crimper machine for oil ring spacer; crimper machine for oil ring spacer; crimper material coiling machine; inner spring making machine (helper ring); piston ring boring machine for cast iron alloy piston rings. First six items are steel lammated (segment) piston rings and last is cast iron alloy piston rings of 2″ to 5″ diameter. Funds allocated about $20,000. Licence valid up to July 1. M. Shah Muhammad & Sons (manufacturer), Outside Pak Gate, Multan, West. WTD 4/2/65.

Lathes, grinding machines, milling machines. Value $200,000. Steel Trading Co. (importing distributor), Ramgali No. 2, Brandreth Rd., Lahore, West Pakistan. WTD 4/2/65.

Welding apparatus, gas and acetylene, 300-500 amps. Direct purchase and agency. Cimex Corp. Ltd. (importer, distributor), Gardee Chambers, Napier/Thornton Rd., Lahore. WTD 12/30/64.

Micrometers, 1″-10″; chuck-holding devices, magnetic, 36″ x 36″. Star Moghal Industry (manufacturers), G.T. Rd., Gujranwala, West. WTD 2/5/65.

★★ **SPAIN—Trade Mission**

Precision machine tools, hydraulic presses, bending machines, alligator shears, rebuilt machine tools. Direct purchase and agency. Luis Santacana Faralt, Protaller, S.A., Paseo de Gracia 87, Barcelona. WTD 2/23/65. TM 334.

SWEDEN—All kinds of machine tools. Svenska Flygmotor AB (manufacturer), Trollhattan. WTD 4/2/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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355 Special Industry Machinery

AUSTRALIA—Textile machinery for production of fabrics suitable for men's outerwear. Frieze Bros. Pty., Ltd. (importer, manufacturer), 208 Hoddle St., Abbotsford, N.9, Victoria. WTD 2/4/65.

BRAZIL—Special woodworking and plastic working machinery for manufacture of prefabricated construction elements; requests price quotations CIF Rio de Janeiro and catalogs. Bauer-Arquitetura, Industria e Comercio Ltda. (manufacturers' representative), Caixa Postal 1791, ZC-00, Rio de Janeiro. WTD 4/2/65.

ECUADOR—Plant to manufacture starch, for industrial and home use, from manioc or yucca. Capacity, 2,000-3.000 lbs. per day; requests replies in Spanish. Combyanex, S.A. (importer, exporter), Casilla 5259, Guayaquil. WTD 2/18/65.

● **EL SALVADOR**—One automatic paper cutter. Tender No. 46 (65), bid deadline May 7. Proveeduria General de la Republica, Avenida Espana 613, San Salvador. Specifications available in Spanish only.★ (Telephone: 202-WO 7-5589).

FINLAND—Food processing machinery, interested in practically all types. Packaging machines, equipment, supplies and related items, particularly those suited for retail food stores. Request descriptive literature, price lists; direct purchase or agency. Oy Andrix AB (importers, commission agents), Bulevardi 28, Helsinki. WTD 4/2/65.

IVORY COAST—Chain saws for logging in-

dustry, size 1-2 meters. Exclusive distribution. Saficoci (importer, distributor), B.P. 1117, Abidjan. WTD 1/28/65.

NETHERLANDS—Photo-printing equipment. Direct purchase and agency. Stass—Leiden Studenten Assemblage Bedrijven (importer, wholesaler), P.O. Box 237, or 168 Levendaal, Leiden. WTD 4/1/65.

PAKISTAN—Flour mill machinery, mill to have a capacity of 150 tons per day; cost about $315,000; electricity: a.c. 3-phase 440 volts 50 cycles. Complete cement plant capacity 1200 tons per day; technical know-how essential; quotations required by June 1; electricity: a.c. 3-phase 440 volts 50 cycles; value, $4 million. Solvent extraction plant, capacity 100 tons cottonseed cake machinery per day: 20 delinter machines; 1 true-line gummer machine; 1 master condensor; preparatory equipment for cottonseed meat and cake for solvent extraction purposes; complete solvent extraction plant; automatic weighing and bagging machine; explosive proof electric cables and lighting; 1 boiler for solvent extraction plant complete 250 lbs. working pressure; 1 pellets machine to make pellets from cottonseed solvent extracted meat; value $483,000; electricity: a.c. 3-phase 440 volts, 50 cycles. Textile mill machinery for 12,500 spindles and 250 looms, machinery: blow-room mill machinery; carding engines with electric motors (a.c., 400/440 volts, 50 cycles); drying in frames; and simplex frames; hydraft spinning machinery; cone winders, reeling, warping and creel machinery; sizing machines; 250 looms; mercerizing washing and stentering machines complete; printing plant; calendering plant; and boiler; value, $2 million. Quotation required by June 1. Fazal Rehman & Sons, Ltd. (manufacturer), Industrial Area, Mumtazabad, Multan, West Pakistan. WTD 2/26/65.

Food choppers, food tenderizers, two each, commercial electric types; meat and poultry chopping machines, two medium sized; all for use in super-market. M. B. Qureshi, Barque Chambers, 87 McLeod Rd., Lahore, West. WTD 2/10/65.

● **PERU**—Band sawing machine, 15,000 broad feet per day capacity. Tender No. 3-65, bid deadline June 20. Specifications available for $3.73 from Servicio Forestal y de Caza, Av. Cuba 552, Lima.

★★ **SPAIN—Trade Mission**

Machinery to manufacture shoes. Miguel Macia Gomis, Calzados V.C.—Calzados Mimago, Antena, S.A., Elche (Alicante). WTD 3/2/65. TM 387.

SWEDEN—Machinery and accessories for screenprinting as well as other adhesive materials; direct purchase and agency. Pigmenta AB (importer, exporter, wholesaler, manufacturer, sales agent), Fabriksvagen 1, Solna. WTD 3/23/65.

356 General Industrial Machinery

AUSTRALIA—Industrial filters; hydraulic and pneumatic couplings for industrial and automotive use. Direct purchase and agency. Australasian Steel Products Pty., Ltd. (importer, manufacturer, distributor), 47 Moreland St., Footscray, Victoria. WTD 2/4/65.

● **BURMA**—One pump—trailer mounted, capacity 27,000 gallons per hour. Tender No. 1046/MACH/G.1(L)64-65, bid deadline May 18. Government of the Union of Burma, People's Stores Corp., Machinery, Equipment, Tools and Spares, Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Ventilating fans for household use. Societe Major (importer, dealer), 2 rue de Rocroy, Saint-Maur, Seine. WTD 3/5/65.

● **INDIA**—Furnace, conveyor type for alloying transistors and diodes, for metal bonding and soldering under controlled atmosphere, with close temperature control through 300°C to 1100°C. Tender No. AEE/P/CAP/10021, bid deadline May 3. Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., Palton Rd., Bombay.★ (Telephone: 202 WO 7-5652).

● High frequency induction units (4), continuous output of 20 kw. at 450 kilocycles per second; 400/440 volt 50-cycle, 3-phase a.c. generator. Tender No. Proj/1078/041A/VIII, bid deadline May 4. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/ENQ/1654, for $4.75.

PAKISTAN—Cement kilns for attachment to cement making machinery. Sh. Fazal Rehman & Sons, Ltd., Industrial Area, Mumtazabad, Multan, West Pakistan. WTD 2/26/65.

● **SUDAN**—Induction heater to be used for heating traction motor pinions before shrinking. Heater to be fitted with automatic timer and suitable for pinions 6″ and 7″ dia., 4½″ and 6″ length; 3″ and 3¾″ bores. Tender No. 3272, bid deadline May 13. Sudan Government Purchasing Office 3—5 Cleveland Row, St. James's, London, SW1, England.★ (Telephone: 202-WO 7-5652).

357 Office, Computing, Accounting Machines

FINLAND—Scales, particularly those suited for retail food stores; requests descriptive literature, price lists; direct purchase or agency. Oy Andrix AB (importer, commission agent), Bulevardi 28, Helsinki. WTD 4/2/65.

358 Service Industry Machines

FINLAND—Ice-making machines, especially interested in those designed to produce crushed ice, ice flakes. Coin operated vending machines, dispensing food and other products. Requests descriptive literature, price lists; direct purchase or agency. Oy Andrix AB (importer, commission agent), Bulevardi 28, Helsinki. WTD 4/2/65.

FRANCE—Complete air conditioning units for domestic use. Societe Major (importer, dealer), 2 rue de Rocroy, Saint-Maur (Seine). WTD 3/5/65.

PAKISTAN—Water softeners, industrial and commercial: requests price quotations C & F Karachi; direct purchase and agency. Ghanchi Impex (importer, manufacturers' agent), 9 Akhara Bldg., Bhimpura, Lawrence Rd., Karachi. WTD 3/12/65.

Display cabinets for frozen food. Requires 8 for use in super-market. M. B. Qureshi (wholesaler, retailer), Barque Chambers, 87 McLeod Rd., Lahore, West. WTD 2/10/65.

SAUDI ARABIA—Purchase equipment for quick car-wash (except fully automatic machines), as well as information regarding design and lay-out of car-washing garage. Nassir Hazza and Bros. (wholesaler, retailer, importer, contractor, manufacturer), P.O. Box 12, Al-Khobar. WTD 3/20/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

361 Electric Transmission, Distribution Equipment

AUSTRALIA—Electric testing, indicating, recording equipment for laboratory and for industry uses. Direct purchase and exclusive agency. H. Rowe & Co. Pty., Ltd. (importer, manufacturer, distributor), 7 Flinders Court, Melbourne, Victoria. WTD 1/15/65.

● **BURMA**—Supply of 3 625 kv.-a., 33/11 kv. transformers; 28 250 kv.-a. 11/0.4 kv. transformers and 47 miscellaneous transformers connections. Tender No. 332/EL(G) 64-65, bid deadline May 18. Divisional Manager, Electrical Stores Corp., Line 17, 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202 WO 7-4242).

PAKISTAN—Transformers: 15 kva. 33/.4 kv.; 50 kva. 33/.4 kv.; 100 kva. 33/.4 kv.; 100 kva. 11/.4 kv.; 200 kva. 11/.4 kv.; 400 kva. 11/.4 kv.; 500 kva. 11/.4 kv.; 1000 kva. 11/.4 kv.—33 kv. 750 mvk. OCB & CP-33 kv. isolators; voltage regulator: 11 kv. 300 kva., 400 v. 50 kva.; capacitor 11 kv. 300 kvar. 400 v. 80 kvar. All aluminum and acrs conductors: 211 mcm, 336 mcm; insulators: 33 kv. Pin, 11 kv. Pin 15 kv. Disc. 15 kv. Disc: requests price quotations C & F, Karachi; direct purchase and agency. International Combustion (Pakistan), Ltd. (importer, manufacturer's agent), 154 McLeod Rd., Karachi.

362 Electrical Industrial Apparatus

ENGLAND—Electronic controls for industry. Agency and direct purchase. Hird-Brown Ltd. (manufacturer, exporter, importer, sales agent), Flash St., Bolton, Lancashire. WTD 5/24/63.

FRANCE—Electronic control equipment; powered controls. Direct purchase and agency. Etablissements A. Morin (wholesaler, agent), 22 rue des Filles Dieu, Troyes, Aube. WTD 8/3/64.

● **INDIA**—Supply and erection of two 3,000 kw. rectifier sets in traction substation at Lonavla. Bid deadline June 30. Specification may be obtained from the Office of the General Manager (Electrical), Central Railway, Victoria Terminus, Bombay 1, for $15.75 per copy. Tender fee is not refundable.

● **KOREA**—Supply one marine diesel generator set, 125 kva., 3-phase, 60-cycle, a.c. with auxiliaries and spare parts. Tender No. KFX-5029-P, bid deadline May 18. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202 WO 7-4242).

NORWAY—Electric motors, 2 h.p., 60% intermittent service for continuous run, max. rise in temperature 131°F. above room temperature; 60-cycle, single-phase, 110-220 v. a.c.; pushbutton for terminal overload; measurements NEMA 56 with start capacitor, otherwise important that body length exclusive shaft not exceed 9⅞″; totally enclosed with fan cooling. Electric motors, 2.5-3 h.p.; 3-phase, 60-cycle, 220 v. a. c.; measurements NEMA 56. Trial order 100 each type motor; annual consumption approx. 2,000 motors. Odd Foreland,

Norindus A/S (manufacturer), Skaarerveien 63C, Lorenskog. WTD 2/24/65.

PAKISTAN—Electric motors of single phase from ¼ h.p., ½ h.p., ¾ h.p. and 1 h.p., in 1,440 r.p.m. and 2,800 r.p.m.: requests price quotations C & F Karachi. Swift Traders (importer, manufacturers' agent), 69 Wazir Mansion, Nicol Rd., Karachi-2. WTD 3/1/65.

● **TURKEY**—Supply of 60 each 4.5 kv.-a. diesel generator sets, 220/380 volts, 50-cycle with spare parts for PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ankara. Bid deadline May 3.

Specifications available from Modern Tercume Burasu, Menekse Sokak No. 20/7 Kizilay, Ankara for approximately $7.

One copy of specifications is available for review only, not for loan, Power & Electrical Equipment Division, Room 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

363 Household Appliances

FINLAND—Household appliances, electric equipment must be for a.c. 50-cycle, 220-volt; requests full details, brochures, prices, terms; direct purchase or agency. Oy Fresta AB (wholesaler, commission agent), Rahapajankatu 1, Helsinki. WTD 4/6/65.

FRANCE—Electric heating elements. Cooking equipment: stoves, ranges, ovens. Cooking appliances: blenders, broilers, deep fat fryers, food mixers, hot plates, percolators and coffee makers, roasters, toasters. Electric housewares: flat irons, air heaters, bed coverings, refrigerators, washing machines, water heaters, dishwashers, food waste disposal units, driers. Societe Major (importer, dealer), 2 rue de Rocroy, Saint-Maur (Seine). WTD 3/5/65.

Vacuum cleaners; waxing and polishing machines; heaters; mixers. Tornado France (manufacturer, dealer), 98 Bld Pereire, Paris 17e. WTD 6/22/64.

NORWAY—Small electric household appliances, for 220 v., 50-cycle, a.c.; or battery operated types. Direct purchase and agency. Norsk Inter Electric A/S (wholesaler, manufacturers' agent), 19 Uranienborg Terrasse, Oslo. WTD 3/20/64.

PAKISTAN—Freezer cabinets, farm type, 21 x 10 x 7 ft. high; requires 10 for use in supermarket. M. B. Qureshi (wholesaler, retailer), Barque Chamber, 87 McLeod Rd., Lahore, West. WTD 2/10/65.

Gas appliances, hot water heaters and domestic gas ranges operated on natural gas: requests price quotations C & F Karachi; direct purchase and agency. Ghanchi Impex (importer, manufacturers' agent), 9 Akhara Bldg., Bhimpura, Lawrence Rd., Karachi. WTD 3/12/65.

364 Electric Lighting, Wiring Equipment

FINLAND—Insulation materials for semi-finished products for the electric industry. Lighting fixtures, fittings, related items. Requests full details, brochures, prices, terms; direct purchase or agency. Oy Fresta AB (wholesaler, commission agent), Rahapajankatu 1, Helsinki. WTD 4/6/65.

365 Radio, Television Sets

FINLAND—Television, radio, accessories, equipment, parts. Television, radio, radio-phonograph sets. Requests full details, brochures, prices, terms; direct purchase or agency. Oy Fresta AB (wholesaler, commission agent), Rahapajankatu 1, Helsinki. WTD 4/6/65.

NORWAY—Audio-visual aids; teaching machines. Direct purchase and agency. Teknisk Forlag A/S (publisher, manufacturers' agent), 19 Uranienborg Terrasse, Oslo. WTD 3/12/64.

366 Communication Equipment

FINLAND—Special equipment, instruments for use in servicing telephones; requests descriptive literature, prices, terms; agency. Miva Oy (wholesaler, agent), Hoylaamotie 16, Helsinki.

FRANCE—Electronic communication and signaling products; light emission operating apparatus; navigational electronic equipment. Ouvrard-Villars & Guilux (manufacturer, dealer), 65 rue du Docteur Bauer, St. Ouen, Seine. WTD 4/15/64.

367 Electronic Components, Accessories

AUSTRALIA—Tape decks for incorporation into tape recorders. Direct purchase and agency. Pyrox, Ltd. (manufacturer), 18-40 Queensberry St., Carlton, Victoria. WTD 2/12/65.

GERMANY—Very high resistance resistors, film potentiometers, photo semi-conductors, and other electronic components; direct purchase and agency. Ing. Erich Sommer Elektronic GmbH & Co. KG. (importer, wholesaler, sales agent), 6 Frankfurt am Main, Jahnstrasse 43, West. WTD 1/14/65.

SWEDEN—Microelectronic equipment, particularly monolithic integrated circuits. Direct purchase and agency. Retab, Rationella Elektroniktillampningar (manufacturer, sales agent), P.O. Box 744, Lidingo 7. WTD 1/5/65.

369 Electrical Machinery, Equipment, Supplies

ECUADOR—Plant to manufacture electric batteries, dry cell for flashlights, transistor radios; requests replies in Spanish. Combyanex, S.A. (importer, exporter), Casilla 5259, Guayaquil. WTD 2/18/65.

FRANCE—Dental X-ray, radiograph and micro-films. Direct purchase (potential market: 100,000 per year) and exclusive agency or distributorship for France or section of. Requests replies and price quotations only from U.S. producers not as yet represented in the country; requests replies in French. Andre Lorget (dealer, sales agent), 3 Rue Jean-Jaures, Limoges, Haute-Vienne. WTD 4/1/65.

371 Motor Vehicles, Motor Vehicle Equipment

AUSTRALIA—Automotive parts and equipment. Direct purchase and agency. Brooklands Accessories Pty., Ltd. (importer, wholesaler), 68-78 Stuart St., South Melbourne, Victoria. WTD 2/4/65.

PAKISTAN—U.S. & B.M.C. passenger vehicles, trucks, tractors. M. Shah Muhammad & Sons (manufacturers), Outside Pak Gate, Multan, West Pakistan. WTD 4/2/65.

SAUDI ARABIA—Purchase three ice-cream delivery trucks equipped with machinery for making frozen custard and/or storing "Good Humor" type ice-cream. Used cars. Nassir Hazza' and Bros. (wholesaler, retailer, importer, contractor, manufacturer), P.O. Box 12, Al-Khobar. WTD 3/20/65.

372 Aircraft, Parts

SWEDEN—Aircraft jet engine parts. Svenska Flygmotor AB (manufacturer), Trollhattan. WTD 4/2/65.

373 Ship, Boat Building, Repairing

SWEDEN—Life rafts for marine and aviation purposes, pneumatic; direct purchase and agency. Svensk Flotteservice & Ingenjorsfirma T. Flinck (agent), 2467 Ostergarde, Hovgarden. WTD 3/24/65.

381 Engineering, Laboratory, Scientific, Research Instruments

FRANCE—Laboratory apparatus and scientific instruments, general types. Centrifuges. Direct purchase and agency. Danto-Rogeat S.A. (manufacturer), 33 rue Marcel Merieux, Lyon (Rhone). WTD 3/5/65.

PAKISTAN—Laboratory instruments such as balances, weight boxes. Direct purchase and agency. Unique Scientific Traders (importer, distributor), 26 Abkari Rd., Lahore 2. WTD 12/29/64.

● **TURKEY**—Supply of approximately 3,000 units of laboratory equipment including, but not limited to, the following items: Concrete testers, precision air entrainment meters, triple beam balances, laboratory vibrators, brass pans, brass sieves, hot plates, drying ovens, immersion heaters, vacuum pumps, thermometers. Tender No. 65-14L/T-04, bid deadline May 11. DSI Genel Mudurlugu, Makina ve Ikmal, Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-2939).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

PAKISTAN—Vacuum and pressure gauges; vernier gauge, 6″-24″. Star Moghal Industry (manufacturer), G.T. Rd., Gujranwala, West. WTD 2/5/65.

384 Surgical, Medical, Dental Instruments

PAKISTAN—Dental equipment and supplies. Direct purchase and agency. Universal Dental Supply Co. (importer, distributor), 9 Beadon Rd., Lahore 5. WTD 12/24/64.

SWEDEN—Life vests and jackets for marine and aviation purposes; direct purchase and agency. Svensk Flotteservice & Ingenjorsfirma T. Flinck (agent), 2467 Ostergarde, Hovgarden. WTD 3/24/65.

386 Photographic Equipment

FINLAND—Equipment, products or supplies suitable for amateur and professional photographers; requests descriptive literature, prices, terms. Instrumentarium Oy (wholesaler, importer, retailer), P.O. Box 357, Helsinki. WTD 3/23/65.

391 Jewelry, Silverware, Plated Ware

AUSTRALIA—Men's jewelry, accessories. Greenfield, Lyons & Holbrook Pty., Ltd. (importer, manufacturer, wholesaler), 1A Little Gold St., Brunswick, Victoria. WTD 2/4/65.

393 Musical Instruments, Parts

AUSTRALIA—Pianos, organs, other musical instruments; sheet music. Direct purchase and agency. Allans Music (Australia) Pty., Ltd. (importer, wholesaler, retailer), 276 Collins St., Melbourne, Victoria. WTD 2/4/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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394 Toys, Amusements, Sporting, Athletic Goods

KUWAIT—Mechanical, paper, plastic toys; toy sets. Al Fahed & Ataya Co. (wholesaler), P.O. Box 2042, Kuwait. WTD 1/12/65.

NORWAY—Coin-operated amusement machines, games of skill. Direct purchase and agency. Tor Hagen Knutsvik, Hundvaag, via Stavanger. WTD 2/8/65.

SWEDEN—Camping and leisure-time articles and equipment, all kinds. Direct purchase and agency. Lundquist & Wottrich (importer. sales agent), Barnhusgatan 3, Stockholm. WTD 2/16/65.

399 Manufacturing Industrial Products

AUSTRALIA—Good quality vinyl floor tiles and accessories. Direct purchase and agency. Commercial Floors (importer, retailer, wholesaler), 4 Winston Dr., Caulfield, S.E.8, Victoria. WTD 2/12/65.

BELGIUM—Candles, all kinds. Cladas & Fils S.P.R.L. (importer, exporter), 115 Rue Vanderlinden, Brussels. WTD 12/15/64.

FRANCE—Linoleum, asphalted-felt-base and other hard surface floor coverings. Societe Major (importer, dealer), 2 rue de Rocroy, Saint-Maur, Seine. WTD 3/5/65.

Pinball machines. Requests replies in French. Sovoda (wholesaler), 6 rue Philibert de la Mare (Cote d'Or). WTD 4/2/65.

GERMANY—Tobacco pipes with special filter devices. Cigarette lighters. Direct purchase and exclusive agency for Germany. George J. Raufer KG. (importer, exporter, wholesaler, manufacturers' representative), 605 Offenbach am Main, Schreberstrasse 12, Postfach 544. WTD 1/25/65.

NETHERLANDS—Safety belts; educational material for schools and universities, especially anatomical models of the human body. Direct purchase and agency. Stass-Leiden Studenten Assemblage Bedrijven (importer. wholesaler), P.O. Box 237, or 168 Levendaal, Leiden. WTD 4/1/65.

PAKISTAN—Smokers requisites, cigars, pipe, tobacco: Requests replies from manufacturers with price quotations C & F Karachi. Direct purchase and agency. Haji Hashim H. M. Adenwalla (importer, manufacturers' agent), Elphinstone St., Karachi-3. WTD 3/19/65.

509 Wholesaler Products

ITALY—Iron scrap for use in steelmaking industry. Renato Sollier (sales agent), Via Giacomo Puccini 18, Naples. WTD 6/22/64.

539 General Merchandise

TOGO—Used wearing apparel, good grade; approx. 100 bales every 3 months. Ets. Daniel K. Chawettey, B. P. 1219, Lome. WTD 2/23/65.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

195 Small Arms

SUDAN—Sporting shotguns, rifles, shotgun shells, cartridges. Interested in exclusive agency. Malik Commercial Organization (importer, retailer), P.O. Box 1802, Khartoum. WTD 10/26/64.

203 Canning, Preserving Food

BELGIUM—Canned fruit, fruit juice, all kinds; preferably under name of importing Belgian firm. Intrago-International Trading and Agencies Office (agent), 167 Avenue Emile Max, Brussels. WTD 12/2/64.

251 Household Furniture

FRANCE—Household furniture of all categories and styles, including solid and panel-type units, chests, dressers, wardrobes, bedroom and dining room suites, living room articles, and other types of wood or metal furniture for home use. Also frames, carved pieces, and material for furniture manufacturers. Agency and distributorship for France or section of. Amanieu, Blicher, Chabriere, Jean et Henry (sales agent), (Representation Generale des Fournitures du Meuble), 74 Avenue Jean-Jaures, Pessac, Gironde. WTD 3/30/65.

266 Building Paper, Building Boards

GERMANY—Insulating boards, panels, other materials. Interested in agency for South Hesse. Bero & Zander (sales agent), 13 Klettenbergstrasse, 6 Frankfurt/Main. WTD 12/15/64.

274 Publishing Items

AUSTRALIA—Maps, charts, globe covers (including naval types). H. E. C. Robinson Pty., Ltd. (retailer), 221-223 George St., Sydney, N.S.W. WTD 1/27/65 (Angus & Robertson).

281 Industrial Chemicals

VIET-NAM—Full line of industrial chemicals including silver nitrate, calcium hypochlorite, synthetic oil. Dyestuffs and auxiliaries: direct, vat, acid, sulphur, for use in textile industry. Pigments and auxiliaries: color bases, binders, thickening agents (emulsifiers), fixers, for use in paint industry. Requests samples and quotations. Nguyen Le (manufacturers' representative), 58 Cong Ly, P.O. Box 1140, Saigon. WTD 10/13/64.

287 Agricultural Chemicals

AUSTRALIA—Dry chemicals: insecticides, pesticides, rodenticides, fungicides. Henry Simon (Australia) Ltd. (importer, manufacturer), Francis St., Glebe. WTD 11/16/64.

306 Fabricated Rubber Products

VIET-NAM—Rubber V-belts and link belts, all sizes. Requests samples and quotations. Nguyen Le (manufacturers' representative), 58 Cong Ly, P.O. Box 1140, Saigon. WTD 10/13/64.

307 Plastic Products

BELGIUM—Plastic novelties, small plastic household items. Laboratec Import-Export (importer, agent), 37 rue Henri Jacobs, Brussels. WTD 3/30/65.

322 Glass, Glassware

VIET-NAM—Glass tubing, ampoule weight, 7-30 mm OD. Requests samples and quotations. Nguyen Le (manufacturers' representative), 58 Cong Ly, P.O. Box 1140, Saigon. WTD 10/13/64.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Heating apparatus: steam, hot air, and hot water. Robert Antonelli (consulting engineer), 17 rue Yvonne, Bondy, Seine. WTD 9/3/64.

353 Construction, Mining Equipment

ALGERIA—Oil field equipment, such as pumps, drills; mining equipment, all kinds. Requests replies in French. A.P.R.O. (importer, wholesaler), 2, rue Duc-des-Cars, Algiers. WTD 4/2/65.

354 Metal Working Machinery

AUSTRALIA—Forming machine for split cotter pins, standard ends, ⅛"-$^{9}/_{64}$" d. or $^{9}/_{64}$"-½" d., lengths ¼"-3¼"; production rate approx. 300 pins per minute. Fraser, Hrones & Co. Pty., Ltd., 110 Willoughby Rd., Crows Nest, N.S.W. WTD 3/31/65.

355 Special Industry Machinery

GERMANY—Machinery of newly developed types for shoe and tanning industries. Agency for European countries. Maschinenfabrik Moenus AG. (manufacturer), 74-80 Voltastrasse, 6 Frankfurt/Main W 13. WTD 2/9/65.

356 General Industrial Machinery

AUSTRALIA—Hydraulic cylinders and pumps, capacity over 100 tons and up to 500 or 600 tons. Sample Engineering Sales Pty., Ltd. (importer, exporter, manufacturer, manufacturers' representative), 48 Chippen St., Sydney, N.S.W. WTD 1/15/65 (George Sample & Son Pty., Ltd.).

BELGIUM — Centrifugal blowers — truck mounted for bulk handling of all types of powdered or granulated materials. Horizontal or vertical transport up to 120 ft. high—discharge rates of 30 to 40 tons per hour. Aubelcom S.A. (importer, agent), 471 Chaussee d'Alsemberg, Brussels. WTD 3/31/65.

358 Service Industry Machines

FRANCE—Complete air conditioning units for domestic use. Robert Antonelli (consulting engineer), 17 rue Yvonne, Bondy, Seine. WTD 9/3/64.

NETHERLANDS—Unique equipment, machinery, appliances, materials for use in hotels,

restaurants, bars, cafes, clubs. Requests quotations cif Rotterdam. J. C. van Donkelaar N.V. (manufacturer, designer, agent, importer), 37-41 Admiraal de Ruyterweg, Rotterdam. WTD 12/31/64.

SWITZERLAND—Air-conditioning equipment, combination type for cold and warm air, for large rooms. Gebruder Wyss (manufacturer, dealer), Waschmaschinenfabrik, 6233 Buron. WTD 11/30/64.

363 Household Appliances

FRANCE—Electric heating elements; electric fans. Robert Antonelli (consulting engineer), 17 rue Yvonne, Bondy, Seine. WTD 9/3/64.

365 Radios, Television Sets

FRANCE—Electronic equipment for home entertainment; high-fidelity equipment. Tele-Radio-Commercial (importer, dealer, agent), 27 rue de Rome, Paris 8e. WTD 4/14/64.

366 Communication Equipment

FRANCE—Facsimile transmitting machines; frequency and pressure synthetizers (electronic). Saxby Electronique (manufacturer, dealer), 79 rue du Temple, Paris 3e. WTD 8/27/64.

367 Electronic Components, Accessories

FRANCE—Stabilized power supplies. Saxby Electronique (manufacturer, dealer), 79 rue du Temple, Paris 3e. WTD 8/27/64.

371 Motor Vehicles, Motor Vehicle Equipment

HONDURAS—Passenger cars, pick-up trucks, and automotive accessories. Distribuidora de Motocicletas, S.A. (distributor), 12a. Calle, entre 7a. y 8a. Avs., Comayaguela, D. C. WTD 3/19/65.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

SOUTH AFRICA—Industrial process measuring and controlling instruments, all kinds. Westbell Electronics (Pty.), Ltd. (retailer, manufacturer, exporter, agent, wholesaler), P.O. Box 453, Johannesburg. WTD 1/19/65.

384 Surgical, Medical, Dental Equipment

FRANCE—Noise-protective helmets, industrial, strong, light-weight articles, plastic or other material. Hearing aids and devices of all types: ordinary, body, transistor, behind-ear, eye-glass, and miniature instruments, electronic. Also medical instruments, such as audiometers, acoustic measuring devices, and related electro-acoustical scientific apparatus. Requests price lists and descriptive literature. Centre Acoustique Midi-Pyrenees (retailer, dealer), 11bis rue de l'Etoile, Toulouse, Haute-Garonne. WTD 3/31/65.

386 Photographic Equipment

UAR—Photographic paper and films; cinematographic films. Misr Foreign Trade Co. (government owned), 1 Kasr el Nil St., Cairo. WTD 11/22/63.

399 Manufacturing Industrial Products

AUSTRALIA—Geographical globes. H. E. C. Robinson Pty., Ltd. (dealer), 221-223 George St., Sydney. WTD 1/27/65 (Angus & Robertson).

NORWAY—Umbrella rods, cloth, frames, handles, hardware, for sale to manufacturers of umbrellas. Lars Rollum (manufacturers' agent), Konvallveien 6, Oslo 8. WTD 9/6/63.

640 Insurance Agents, Brokers, Service

THAILAND—Wishes to represent U.S. firms handling fire, marine, accident and life insurance. Khem Nopasri, Athon Panich Co., Ltd. (importer, wholesaler, manufacturers' representative), 108-112 Charoen Krung Rd., Samyod, Bangkok. WTD 1/23/64.

Leads for Importers

Commodities are offered direct unless specified.

200 Food

★★ PHILIPPINES—Trade Mission

Shrimp, prawn, crab meat, lobster, tuna, sword fish, clams. Federal Marketing Corp. (exporter), P.O. Box 1823, Manila. WTD 7/13/63. TM 48.

220 Textile Mill Products

★★ SPAIN—Trade Mission

Fabrics (wool) particularly for women's clothing; synthetics (polyester and dacron). Sr. D. Vicente Pino Planas, Nieto de Vicente Planas (manufacturer), Jacinto Verdaguer, 4, Sabadell. WTD 2/17/65. TM 25.

222 Necktie Fabrics, Shawls

BELGIUM—100% terylene, tergal (polyester) necktie fabrics in Jacquard weavings and shawls (55% polyester and 45% wool combination). Tissage Belge de Soieries S.A. (exporter, manufacturer), 59 Bissegemstraat, Heule, Kortrijk. WTD 4/1/65.

227 Floor Coverings

ECUADOR—Wool rugs, custom-made luxury type; plain surface, and with designs; sculptured patterns. Hand knotted, 28,900 to 90,000 "round" knots per square meter on cotton warp. Prices fob Quito, $27 to $50 per square meter. Samples upon request. Fabrica de Alfombras Eliseo Yumiseva (manufacturer), Calle Guipuzcoa 511, Barrio La Floresta, Quito. WTD 4/2/65.

252 Office Furniture

★★ SPAIN—Trade Mission

Metal furniture for office or school use; requests replies in Spanish. Juan Mertres Fort (retailer), Latrilla 25, Baldomero Sola 5-7, Barcelona. WTD 2/26/65. TM 260.

307 Plastics Products

ISRAEL—Unplasticized rigid P.V.C. sheets, transparent and opaque, thickness from 0.05-0.15 in., width 40 in., length as desired. Manufacturer offers for direct sale up to 40,000 lbs. monthly. Interested buyers are invited to write for prices, samples and other pertinent details. Madaf, Plastic Sheets Industry, Ltd. (manufacturer, importer), Industrial Center, Holon, or P.O. Box 16270, Tel Aviv. WTD 3/26/65.

314 Footwear, Except Rubber

★★ SPAIN—Trade Mission

Leather shoes for men and women. Sr. Miguel Macia Gomis. Calzados V.C., Calzados Mimago, Antena S.A., Dr. Ferran, 120, Elche (Alicante). WTD 3/2/65. TM 388.

366 Communication Equipment

FRANCE—Proximity detectors. Saxby Electronique (manufacturer, dealer), 79, rue du Temple, Paris, 3e. WTD 8/27/64.

395 Pens, Pencils, Other Office Material

KOREA—Lead pencils, grade HB, for office use. Duk Hung Sangsa (exporter, importer), (Central P.O. Box 416), 24-16, 1-ka, Choongmu-ro, Choong-ku, Seoul. WTD 12/9/65.

399 Manufacturing Industrial Products

FRANCE—Hair-pieces, hand-made, to order or in stock-sizes, such as wigs (de luxe and ordinary models) Swiss gauze foundation and net caul, all shades; gauze wiglets (for ladies); toupees (for men), and related lines made from first-quality French cut-hair. Dobin & Fils (manufacturer, wholesaler, exporter). 1-3 rue des Ayres, Bordeaux, Gironde. WTD 4/6/65.

KOREA—Handmade wigs, wiglets, pony tails, puffs. Reliance Enterprise Co. (wig producer, exporter), I.P.O. Box 1988, Seoul. WTD 3/10/65.

Road construction project to get underway in Iraq

Iraq's Ministry of Communications invites bids from experienced contractors for the construction of Section B, Baghdad—Mosul Road which is located about 28 miles west of Qaiyarah.

This project includes clearing and grubbing, construction of earthworks, culvert and bridge works, also sub-base, base, asphaltic concrete and miscellaneous works.

The tender number is R/5-B/1964; bid deadline is June 25.

Terms and specifications are available for $84 per copy from the Directorate General of Roads and Bridges, Ministry of Communications, Baghdad.

A copy of the tender announcement is available on loan to firms located in the United States from the Building Materials and Construction Industries Division, Room 4014, BDSA (6460), Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-3601).

Australia extends deadline

The Electricity Commission of New South Wales has extended the bid deadline for Contract 1565 covering the supply and erection of six 330 kv. 100 mv.-a., single-phase, auto transformers for Sidney South Substation from April 12 to May 3 (INTERNATIONAL COMMERCE, March 1, 1965, p. 33).

Construction Projects

Reports from overseas on late building and construction.

ARGENTINA (100 peso = $.60)—**Petrochemical complex to produce synthetic chemical fertilizers** to be financed partially with $10,525,000 loan by Inter-American Development Bank (808 17th St., NW., Washington, D.C. 20577).

The $21-million complex will be first such major installation in the country, and will have productive capacity of 135,000 metric tons per year of various types of fertilizers.

Borrower is Petrosur, S.A.I.C., private company organized in 1961 to set up fertilizer industry in Argentina, one of lowest consumers of fertilizers among world's principal agricultural countries. Its major shareholders are American and Foreign Power Co., Inc., Shell CAPSA, Archilnit S.R.L. and Techint, S.A.

Industrial complex will consist of five integrated plants, two of which will produce intermediate products, ammonia and sulphuric acid, which will be used by other three plants to manufacture finished fertilizer products in form of urea, ammonium sulphate and mixtures of nitrogen, phosphates and potash. Petrosur also plans to sell part of its production of ammonia and sulphuric acid to other petrochemical producers.

Complex will be located at Campana, Buenos Aires Province, and industrial center 50 miles north of Buenos Aires, near Parana River. It will be strategically situated with respect to major potential consuming markets; northwestern sugar areas, Patagonian fruit region, and wheat and corn producing zones of Pampa.

Ammonia plant, which will have capacity of more than 50,000 metric tons per year, and sulphuric acid plant, with annual capacity of 39,900 tons, will use natural gas as principal raw material. Gas will be drawn from existing pipeline which now serves Greater Metropolitan Buenos Aires area from Campo Duran fields in northern Argentina.

Three fertilizer plants will have annual capacities to produce 55,000 metric tons of urea, 50,000 tons of ammonium sulphate and 30,000 tons of mixtures of nitrogen, phosphates and potash. They are expected to enter into production in two years.

Argentine Government has assigned high priority, in its development plans, to project because of its expected favorable impact upon agricultural production, nation's major foreign exchange source. About 90% of Argentina's exports are composed of agricultural and livestock products.

Of the $10,525,000 loan, $6,525,000 have been authorized in dollars; the equivalent of $500,000 in Argentine pesos; and 1,250,000 pounds sterling (equivalent to $3.5 million) derived from sale by Bank of bond issued in United Kingdom in 1964.

AUSTRALIA (1£ = $2.24)—Plans to step up expenditure to £32 million ($71.7 million) on Sydney's **Kingsford Smith Airport** and on Melbourne's proposed **Tullamarine Airport,** have been announced by Minister for Civil Aviation, Senator Norman H. D. Henty. He said new terminals and supporting facilities would be about twice the size originally planned in 1962.

Senator Henty said Kingsford Smith Airport would get three-story international terminal worth about £10 million ($22.4 million) and apron area to take 12 international jet aircraft simultaneously and later supersonic airlines. Tullamarine would get three-story terminal expected to cost about £8 million ($18 million) and apron area to accommodate eight international aircraft at one time and 24 domestic aircraft.

Tullamarine, to cost £16 million ($36 million), would be completed in 1969. Sydney, however, would continue to be Australia's major international airport.

CANADA (Can $100 = $92.50)—Canadian Government has announced Becancourt, small town on south shore of St. Lawrence River, midway between Montreal and Quebec, to be site for Government's **steel complex.**

Total cost of complex estimated at about $225 million. Site work is scheduled to begin in spring of 1966, and going on line before 1969 or 1970 (see INTERNATIONAL COMMERCE, Nov. 23, 1964).

GREECE (100 drachmae = $3.35)—Elefsis Shipyard Co., Ltd., planning to invite international tenders for **construction and outfitting of shipyard** in vicinity of Elefsis, on basis of feasibility study being prepared by French firm Compadec. No indication has been given as to when bid will actually be issued, since terms, conditions and specifications are not ready. Company's address: Elefsis Shipyards Co., Ltd., 67 Athinas St., Athens, Greece.

KENYA—A three-stage power project is planned in Kenya by the newly formed Tana River Development Co., Ltd. The company is owned equally by the Kenya Government, the East African Power and Lighting Co., and the Power Securities Corp., a U.K. financial institution.

The company plans a three-stage program to construct hydroelectric generating facilities. These include: the first stage of the Kindaruma Power Station project; the Reservoir Power Station; and the Gtaru Power Station, which is to be 500 feet underground.

Kindaruma Power Station: Three generating sets each comprising a vertical axis Francis turbine, driving direct a 10 mw. alternator with an output of 50 cycles per second and 11 kv. Each turbine will be complete with a governor and butterfly inlet valve. The powerhouse will have a 55-ton overhead traveling crane and the power will pass to the transmission system via two 25 mva 11/132 kv. transformers in an adjacent outdoor switching station. The power station will be provided with a small auxiliary set to maintain power station supplies in case of emergency.

Reservoir Power Station: Four generating sets each comprising a vertical axis Francis turbine, driving direct a 10 mw. alternator with an output of 50 cycles per second and 11 kv. Each turbine will have a 55-ton overhead traveling crane and the power will pass to the transmission system via two 25 mva. 11/132 kv. transformers in an adjacent outdoor switching station. The power station will be provided with a small auxiliary set to maintain power station supplies in case of emergency.

Gtaru Power Station: Four 42.5 mw. sets consisting of vertical axis Francis turbines directly driving alternators of 50 cycles per second and 11 kv. output. Each turbine will be complete with a governor and butterfly valve and there will be an 80-ton overhead traveling crane. The surface works will include four 25 mva. 11/132 kv. transformers, a 30-ton winch for the machinery access shaft, and elevators for the personnel access shaft. The power station will be provided with a small auxiliary set to maintain power station supplies during emergencies.

All local construction costs for the first stage are guaranteed by the Government; the machinery is to be supplied by an off-share consortium of British companies under an 80% official guarantee from the U.K. Government. A preferred list of local contractors has been established to tender for Kindaruma construction.

Construction opportunities for U.S. firms may exist in the second stage, or the reservoir power station, which may involve costs of approximately $31 million (£11 million).

Write: Tana River Development Co., Ltd., Shell and BP House, Harambee Avenue, Nairobi, Kenya.

NETHERLANDS (100 guilder = $27.62)—Mobil International Oil Co.'s **Amsterdam refinery project,** which will represent investment of $50 million, will have initial annual capacity of 4 million tons (77,000 B/D). By 1973, it is planned to increase this to 8 million tons (154,000 B/D), and later to 12 million tons (231,000 B/D) annually. Initial employment is estimated at 300.

After considerable planning and negotiation, government approval has been granted. Construction expected to start early in 1966, and will go on stream by Jan., 1968.

Instead of enlarging port of Ijmuinden to accommodate 120,000 ton tankers, pipeline will be built from Rotterdam's Europort area to supply crude for this refinery.

In addition to refinery, Mobil plans to construct cracking plant, and eventually huge petrochemical comples will arise on 1,500-hectare site surrounding refinery. **Write:** Mobil Oil Nederland, N.V., Stadhuisplein 30, Rotterdam.

PORTUGAL (100 escudos = $3.48)—Following recent inauguration of 400-room Estoril Sol Hotel between suburban Estoril and Cascais, announcement has been made of plans to construct another **luxury hotel** in Cascais itself. Hotel, to be called O Navegador (The Navigator), planned for 182 rooms, but will contain other features equal to modern international hotels. Cost of new unit set about $2,650,000. No date set for starting of construction. **Write:** Eng. Mario Ramos Cruz, Sociedade Hoteleira O Navegador, Avenida Roma 30—3Dto., Lisbon.

PORTUGAL—(100 escudos = $3.48) The International Eurotel Congress, meeting in Switzerland, recently approved plans for construction of a new hotel near Faro, the Algarve, Portugal.

The hotel will form a part of the Eurotel system, which, according to the news report, is a chain with hotels in all the principal tourist spots in Europe.

Construction of the hotel will begin in May and is expected to cost about $1.2 million. It will consist of 14 floors, four for service and entertainment facilities and 10 for 132 apartments.

Operators of the hotel will be the Organizacao Eurotel Portuguesa which has been formed with Portuguese and Italian capital. No contractor has yet been chosen and no public notice for bids will be issued. U.S. firms inter-

ested in the project **write:** Dr. Luis Cerqueira, Organizacao Eurotel Portuguesa, Praca Jose Fontana 16-A, Lisbon, Portugal.

SOMALIA—European Development Fund (FED) of European Economic Community, International Development Association (IDA), affiliate of World Bank, and United Nations Special Fund (UNSF) have joined together in unique operation to provide $13,445,000 to Somali Republic for **highway project.** FED is providing $4,850,000 as development grant and $300,000 as technical assistance and IDA is extending development credit of $6.2 million. UNSF making technical assistance grant of $2,095,000 against which Somali Government is providing $800,000 as its contribution.

Project is comprehensive approach to Somalia's road problems. It involves construction of all-weather road through Somalia's most important dry-farming area; this will reduce costs of transporting agricultural products to Mogadiscio, largest consuming center, and encourage further production of food crops. Project provides for adequate road maintenance installations and equipment and for creation of effective organization to carry out maintenance operations. It also includes feasibility studies of future roads and analysis of investment needs for all forms of transport in Somalia.

New road will be 125-mile two-lane, all weather road from Afgoi to Baidoa. There is already a road from Mogadiscio to Baidoa, center of major agricultural region, but only first 19 miles, up to Afgoi, are paved and open to traffic year round. Remainder is little more than poorly aligned earth track. New road will follow better alignment and will be shorter. Since it will bypass important nomad trading center of Uanle Uen, a 12½-mile feeder road will be built to connect Uanle Uen to main road. Engineering consultants will be retained to do final engineering of roads and to supervise construction. IDA credit will be applied to costs of construction, and $2.4 million from FED grant will finance remainder of construction costs and all engineering consultants' fees.

Second part of project related to establishment of effective highway organization within Ministry of Public Works. Maintenance equipment and other facilities now wholly inadequate and roads are maintained poorly, if at all. Amount of $2,750,000 from FED grant will finance entire costs involved in purchase of maintenance equipment, establishment and equipping of field workshops, provision of initial stock of materials and spare parts, and building and equipping of adequate headquarters.

In order to derive full benefit from its road network and to plan rationally future investment in roads and other modes of transportation, Somalia will need technical assistance of foreign experts. They will be retained for 4-5 years to staff and operate highway department, to train Somali engineers and road maintenance staff, and to conduct feasibility studies of new roads and study to coordinate transportation investment. Selected Somalis will also be trained abroad for senior positions in highway department. This technical assistance will be financed by grant of $2,095,000 from U.N. Special Fund, and amount of $800,000 from Government of Somalia. World Bank will act as executing agency for Special Fund.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Mrs. G. Werner, Emmo Pty., Ltd., 155 Castlereagh St., Sydney, N.S.W., interested in negotiating agency agreements with manufacturers and suppliers of **novelties, cosmetics, perfumes, allied lines.** Mid-May via New York for 6 weeks; c/o St. Regis Hotel, Fifth Avenue & 55th St., New York, N.Y. Itinerary: New York, Chicago, Los Angeles. WTD 3/8/65.

O. I. Lovelock, Humes, Ltd., Salvado Rd., Wembley, Western Australia, interested in manufacture of **concrete and steel pipes, concrete products and prestressed concrete.** April 24 via Everett, Wash. for 5 weeks. Itinerary: April 24-27, Everett, c/o Travelodge Motel; April 27-29, San Francisco, c/o Sir Francis Drake Hotel; April 29, 30, Bakersfield, c/o Caravan Inn-Motel; April 30-May 4, Los Angeles, c/o Statler Hilton Hotel; May 4-7, Dallas, c/o Statler Hilton Hotel; May 7-10, Chicago, c/o Sheraton Blackstone Hotel; May 10-13, Detroit, c/o Sheraton Cadillac Hotel; May 13-17, Dayton, c/o Dayton Inn Hotel; May 17, 18, Cleveland; May 18-20, Niagara Falls, Canada, c/o Sheraton Brock Hotel; May 22-27, New York City, c/o St. Moritz Hotel.

ENGLAND—Arthur Gerald Dawson, representing A. G. Dawson & Son, Ltd. and De Anson Engineers, Imperial Works, Dickson Rd., Blackpool, interested in technical information and licensing agreements on **mining machinery, special purpose machines, packaging machinery and chemical refinery plants.** May 6 via New York City for 3-4 weeks. Itinerary: New York, Washington, D.C., Jacksonville, Daytona Beach, Silver Springs, Miami and others to be arranged for last week of visit.

GERMANY—Georg Dupuis, representing Edmund Bressous, Auf dem Koenigslande 31, Hamburg-Wandsbek 1, interested in contacts with manufacturers of **office furniture and accessories for data processing installations.** May 22 via New York City for 4 weeks; c/o Dres. August Heinz and Wally Grosswendt, 125 Carlton Avenue, Islip Terrace, L.I., N.Y. Itinerary: New York, other cities as far west as Chicago if necessary. WTD 3/25/65.

HONG KONG—Miss Gloria Cheng (Mrs. Gloria Yung), representing Gloria's Co., 108 Far East Mansion, Nathan Rd., Kowloon, Hong Kong, interested in contacting manufacturers and exporting agents of **room and package type air conditioners 1-20 h.p. and household electrical appliances.** Mid-April via Honolulu for 3 months. April and May c/o Miss Sur Richaley, Pacific Pumps, 5715 Bicket St., Huntington Park, Calif.; June c/o Mrs. Adam Robinson, 1300 Poplar St., Pine Bluff, Ark.; July and August c/o Mrs. Herman Riesenburger, 111-39 76th Rd., Forest Hills, N.Y. 11375. Itinerary: Atlanta, Birmingham, Chicago, Cincinnati, Cleveland, Columbus, Ohio, Corpus Christi, Dallas, Detroit, Honolulu, Houston, Little Rock, Los Angeles, Memphis, Miami, New Orleans, New York, Phoenix, Pittsburgh, Portland, Ore., St. Louis, San Antonio, San Francisco, Seattle, Toledo. WTD 3/31/65.

JAPAN—M. D. Whittier, Manager, Liebermann Waelchli & Co., S.A., Nagoya Branch, 8th Fl., Shirakawa Bldg., 1-70 Shirakawa-cho, Naka-ku, Nagoya, interested in representing manufacturers of **foodstuffs, men's and women's accessories, high quality gas lighters, quality household accessories, electric hand tools except drills for professional or home carpentry, accessories for electric drills,** any other manufacturers wanting to market their products in Japan. May 3 via Seattle for a month and a half; c/o Department of Commerce Field Offices on route. Itinerary: Seattle, Portland, San Francisco, Los Angeles, Waukegan, Detroit.

MALAYSIA—N. K. Lim, Hua Chuan Trading Co., 27 Winchester House, Collyer Quay, Singapore 1, interested in **household appliances.** May 1 via San Francisco for 4-5 months. U.S. address: 1814 Sanford Rd., Silver Spring, Md. Itinerary: San Francisco, Oregon, New York, Washington, D.C.

SOUTHERN RHODESIA—A. V. Sanders, Sanders (Pvt.), Ltd., Abercorn Street and 8th Ave., Bulawayo, interested in **department store merchandise and visiting department stores.** May 18 via New York for 1 week. Itinerary: New York, N.Y. WTD 11/10/64.

Nathan Grill, Coir Mattress Co. (Pvt.), Ltd., Leyland Rd., Ardbennie Industrial Site, Salisbury, interested in **mattress-making machinery, woodworking machinery, upholstery** and technical information on above. May 15 via New York City for 4 weeks; c/o Goode, Durrant & Murray, Inc., 11 West 42nd St., New York, N.Y. Itinerary: New York, Chicago, Louisville, Ky., New Orleans, Miami and Vero Beach.

SUDAN—Phillipe Kronfli, representing George & Phillipe Kronfli, P.O. Box 352, Khartoum, interested in purchasing **textiles such as silk, poplin, khaki, drills.** May 15 via New York City for 1 month; c/o Philip Stephon, 458 77th St., Brooklyn 9, N.Y. Itinerary: New York, San Francisco.

Allied Land Forces in Europe seek standard dressed pine

A tender (No. 3-65) has been issued by the Headquarters, Allied Land Forces Southeastern Europe for grade B, or better, kiln-dried, finished, standard dressed pine; sizes to be separated and banded.

The following is specified: 135 each, 1″ x 4″ x 12′; 163 each, 1″ x 4″ x 14′; 288 each, 1″ x 6″ x 12′; 310 each, 1″ x 6″ x 14′; 81 each, 1″ x 8″ x 12′; 93 each, 1″ x 8″ x 14′; 108 each, 1″ x 10″ x 12′; 130 each, 1″ x 10″ x 14′; 36 each, 1″ x 12″ x 12′;

Also 62 each, 1″ x 12″ x 14′; 108 each, 2″ x 4″ x 12′; 139 each, 2″ x 4″ x 14′; 36 each, 2″ x 6″ x 12′; 62 each, 2″ x 6″ x 14′; 116 each, 2″ x 8″ x 14′; 46 each, 2″ x 12″ x 14′; and 100 each, 3″ x 3″ x 12′.

U.S. firms interested in quoting on these items should submit their bids on a specially designated form available from the Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230. The bids should be sent by May 17 to Headquarters, Allied Land Forces Southeastern Europe, P.K. 527, Izmir, Turkey, attention: Purchasing and Procurement Officer.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated April unless marked otherwise.

American Firms, Subsidiaries and Affiliates—Tunisia.
Dairy Producers—Chile.
Dry Goods and Clothing Importers and Dealers—Finland.
Fertilizers Importers, Dealers, Manufacturers, and Exporters—Turkey.
Household Appliances Importers and Dealers—Venezuela.
Instruments, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Finland.
Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Tunisia, March.

High-pressure steam jenny, cleaning machines sought by Indian organization

India is offering a tender for one dynamometer, four high-pressure steam jennys, two cleaning machines, and four vacuum cleaners.

Tender number is SV-4/2227/056A/057A/TEC, and bid deadline is May 14. Bids should be submitted to the Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi, India.

Tender documents are available for $2.10 per copy from the India Supply Mission (Ref.D/ENQ/1656), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. A review copy of the tender terms and specifications may be inspected at the Scientific, Photographic and Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230.

Bids requested in Canada for transmission towers

The British Columbia Hydro and Power Authority invites bids on the design and construction of approximately 350 extra-high voltage transmission towers, for supporting a major part of the 500,000-volt line between Prince George and Hydro's Peace River power complex.

On this same transmission line, this is the second contract for supplying towers for 574 miles E H V that will deliver, by the fall of 1968, initial Peace River electricity to southwestern British Columbia.

Bid deadline is 12 noon Vancouver time, June 1, on this Contract No. 34; bids will be opened at 2 p.m. the same day. Documents are available from the above authority at 970 Burrard St., Vancouver, B.C. (INTERNATIONAL COMMERCE, Aug. 3, 1964, p. 24 and Aug. 31, 1964, p. 26).

France extends bid deadline

The French Delegation to NATO has announced an extension of its April 20 deadline for preregistration for construction of a NATO rocket depot at Brest, to May 1. Total value of this project is estimated at 10 million francs ($2 million).

Firms certified for NATO should write immediately to: Service Technique des Travaux Immobiliere et Maritimes, 15 rue de Laborde, Paris, (8e), France.

U.S. firms not already certified should write or call the Trade Opportunities Staff, BDSA 6192, Department of Commerce, Washington, D.C. 20230, (Telephone: WO 7-4674—area code 202).

Algerian Government wants help on blast furnace coke

The state-owned steel company, Societe Nationale de Siderurgie hopes to resume construction of blast furnaces for a steel plant at Annaba in October and complete construction in 1967.

Potential imports of coke are estimated at 250,000 tons annually.

This company also requested the names of U.S. firms qualified to render consultant services for an engineering study for coke. Write: Omar Hammouda, Societe Nationale de Siderurgie, 8 rue Rene Tilloy, Algiers, Algeria.

Additional information may be obtained by firms located in the United States from the Iron & Steel Division, BDSA 6380, Room 4224, Department of Commerce, Washington, D.C. 20230, Telephone Area Code: 202-WO 7-2284.

Construction projects open by Saudi Commerce Ministry

The Ministry of Commerce and Industry, Riyadh, announces the call for international bids for the preparation of designs, specifications, and other documents pertaining to construction of a number of port and inland grain silos, flour mills, and feed plants in various parts of Saudi Arabia.

Interested consulting engineering firms specializing in such activities are invited to submit detailed statements and supporting documents on their qualifications and previous work in these fields. Selection of engineering firms to be invited to bid will be made on the basis of information submitted.

Bid deadline is May 15.

Baghdad University to equip printing press building

The Secretary of the Tenders Constructions Board, Baghdad University, Baghdad, has issued a tender for the supply and installation of electric, sanitary and air-conditioning equipment in the new printing press building at the University.

The University has also issued a tender for printing machinery and equipment for the building. Bid deadline is May 31.

Terms and specifications may be obtained from the above address for $56 per copy, plus air mail charges; or on a short term loan basis to firms located in the United States from the GIEC Division, BDSA—6320, Department of Commerce, Washington, D.C. 20230 (Telephone 202-WO 7-5589).

Korean Government asks bids on refractories, reagents

The Office of Supply, Government of the Republic of Korea, Seoul, has issued Invitation No. KFX-5028-N, with a deadline of May 11, for bids on numerous quantities of clay and nonclay refractories and various quantities of reagents, for use in gold, silver, copper, lead, and zinc ore floatation mills.

A copy of the tender is available on loan to firms located in the United States from the Iron and Steel Division, BDSA-6380, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4685).

SEEKS NEW PRODUCT NEWS

A. G. Barnett, editor of *Far East Architect and Builder*, a trade journal published in Hong Kong, has indicated to the American Consul in Hong Kong an interest in items regarding new U.S.-made products. **Write:** A. G. Barnett, 113 Alexander House, Hong Kong.

SAWS NEEDED

One of the Philippines' largest industries is the export of mahogany to world markets. The mission to the Philippines received many requests for purchase of chain saws and spare parts.

WORLD TRADE WEEK

The President of the United States has proclaimed May 16-22 as World Trade Week this year. Business, professional, educational, labor, and civic groups are urged to participate by scheduling discussions, exhibits, ceremonies, and other appropriate activities.

Mission to Philippines now holding conferences

Follow-up conferences and consultations by members of the recent U.S. Industrial Development Mission to the Philippines are now in progress.

Those remaining on the schedule are to be held in San Francisco, Apr. 27; Memphis, May 19; and Charlotte, N.C., May 20.

U.S. firms interested in doing business in the Philippines may arrange interviews with Mission members on the days listed by communicating with any of the Commerce Department Field Offices.

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Calendar *for international traders*

April

27—Export Workshop, Oak Hills Country Club, **Lorain, Ohio.** Sponsors: Lorain Port Authority; Chamber of Commerce; REEC; Field Office, Department of Commerce.

27—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

27—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

27—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

27—Monthly Export Counseling, Chamber of Commerce, **Pittsburgh.** Sponsors: REEC; World Trade Council of Chamber of Commerce.

27—In-Office Conference, Federal Bldg., **Detroit.** Sponsors: Field Office, Department of Commerce; REEC.

27—World Trade Seminar, Town House, **Kansas City, Kan.** Sponsors: REEC; Field Office, Department of Commerce; Chamber of Commerce.

28—In-Office Export Expansion Seminar, Field Office, **San Francisco.**

28—Round table "Profits in Exports" meeting, Peoples Trust Co. of Bergen County, **Hackensack, N.J.,** sponsors: Field Office, Department of Commerce; REEC.

28—"First Step" Export Workshop, Third National Bank, **Nashville, Tenn.** Sponsors: Third National Bank; Field Office, Department of Commerce.

28—U.S. Chamber of Commerce, breakfast meeting, Washington Hilton Hotel, **Washington.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

28—International Trade Seminar, West Texas State University, **Canyon-Amarillo, Texas.** Sponsors: Department of Commerce; Canyon Chamber of Commerce; Amarillo Chamber of Commerce; West Texas State University.

28—Export Techniques Workshop, Field Office, **Houston, Texas.**

29—In-Office Export Conference, 10:30 a.m., Field Office **Miami.** Sponsors: Field Office, Department of Commerce; South Florida REEC.

29—"Selling Export Credit Insurance" Seminar, Penn-Sheraton Hotel, **Pittsburgh.** Sponsors: Pittsburgh Committee of American Institute of Marine Underwriters; World Trade Council of Chamber of Commerce of Greater Pittsburgh; REEC; Credit Assn. of W. Pa.; Insurance Club of Pittsburgh; Independent Insurance Agents and Brokers.

29-30—Western International Trade Group, meeting, Mountain Shadows, **Scotsdale, Ariz.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

30—Affiliated Advertising Agencies International, The Homestead, **Hot Springs, Va.** Speaker: John E. Orchard, Bureau of International Commerce.

May

1—New England Conference on Legal Problems of Doing Business Abroad, Hotel Somerset, **Boston.** Sponsors: Boston Bar Assn.; Field Office, Department of Commerce.

4—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

4—Third Foreign Trade Seminar, University of Arizona, **Tempe, Ariz.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

4—1965 Atlanta Export Trade Workshop, Georgia State College, **Atlanta.** Sponsors: World Trade Council; Chamber of Commerce; Ga. Dept. of Industry & Trade; Small Business Administration; Department of Commerce; REEC.

4—FCIB Round Table Conference on Foreign Credit, Collection and Exchange Problems, 1:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

5—New Hampshire Conference on Foreign Trade, 9 a.m.-5 p.m., University of New Hampshire, Memorial Union Bldg., **Durham, N.H.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator. Sponsor: University of New Hampshire.

5—Colorado REEC Meeting, Denver Hilton Hotel, **Denver.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

6—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

6—Air Transportation Seminar, 7 p.m., Sheraton Hotel, **Philadelphia.** Sponsor: American Society of International Executives.

6—Packaging Machinery Manufacturers Institute, Riviera Motor Hotel, **Atlanta.** Speaker: Charles F. Boehm, Bureau of International Commerce.

6—Permian Basin International Trade Conference, Lincoln Hotel, **Odessa, Texas.** Sponsors: Department of Commerce; Chamber of Commerce; REEC.

6—"First Step" Export Workshop, Field Office, **Memphis.** Sponsors: Field Office, Department of Commerce; REEC.

6-7—Businessmen's Consultations with members, U.S. Trade Mission to Philippines, **Honolulu.** Sponsor: Field Office, Department of Commerce.

11—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

11—Automotive Exporters Club of Chicago, Builders Bldg., **Chicago.**

11—Businessmen's consultations with members U.S. Trade Mission to India, Hotel Commodore, **New York.** Sponsors: India Chamber of Commerce of America; Field Office, Department of Commerce.

11—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

11—In-Office Workshop on Export Expansion, Field Office, **Jacksonville.**

11—Special Workshop on Documentation, 10 a.m.-12 noon, Field Office, **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

11—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

12—St. Louis World Trade Roundtable, monthly luncheon meeting, Missouri Athletic Club, **St. Louis.** Sponsor: REEC.

12—Businessmen's consultations with members U.S. Trade Mission to India, Mid-Day Club, **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

12—World Trade Seminar, Town House, **Kansas City, Kan.** Sponsors: REEC; Field Office, Department of Commerce; Chamber of Commerce.

12-13—De Paul University Executives Seminar on West Germany, De Paul University, **Chicago.** Speaker: Margot W. Zener, Bureau of International Commerce.

13—International Trade Club of Chicago, luncheon, LaSalle Hotel, **Chicago.**

13—Society of the Plastics Industries, Inc., World Trade Conference, Delmonico's Hotel, **New York.** Speaker: E. E. Schnellbacher, Bureau of International Commerce; A. B. Trowbridge, Acting Asst. Secretary of Commerce for Domestic and International Business.

13—Luncheon, Penn-Sheraton Hotel, **Pittsburgh.** Speaker: Marquis de Merry del Val, Spanish Ambassador to the U.S. Sponsor: World Trade Council, Chamber of Commerce of Greater Pittsburgh.

16-20—Bankers Assn. for Foreign Trade, annual convention, French Lick Sheraton Hotel, **French Lick, Ind.** Speaker: (May 17) Daniel L. Goldy, National Export Expansion Coordinator.

17—American Management Assn. Seminar on Trading with the Bloc, Hotel Astor, **New York.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

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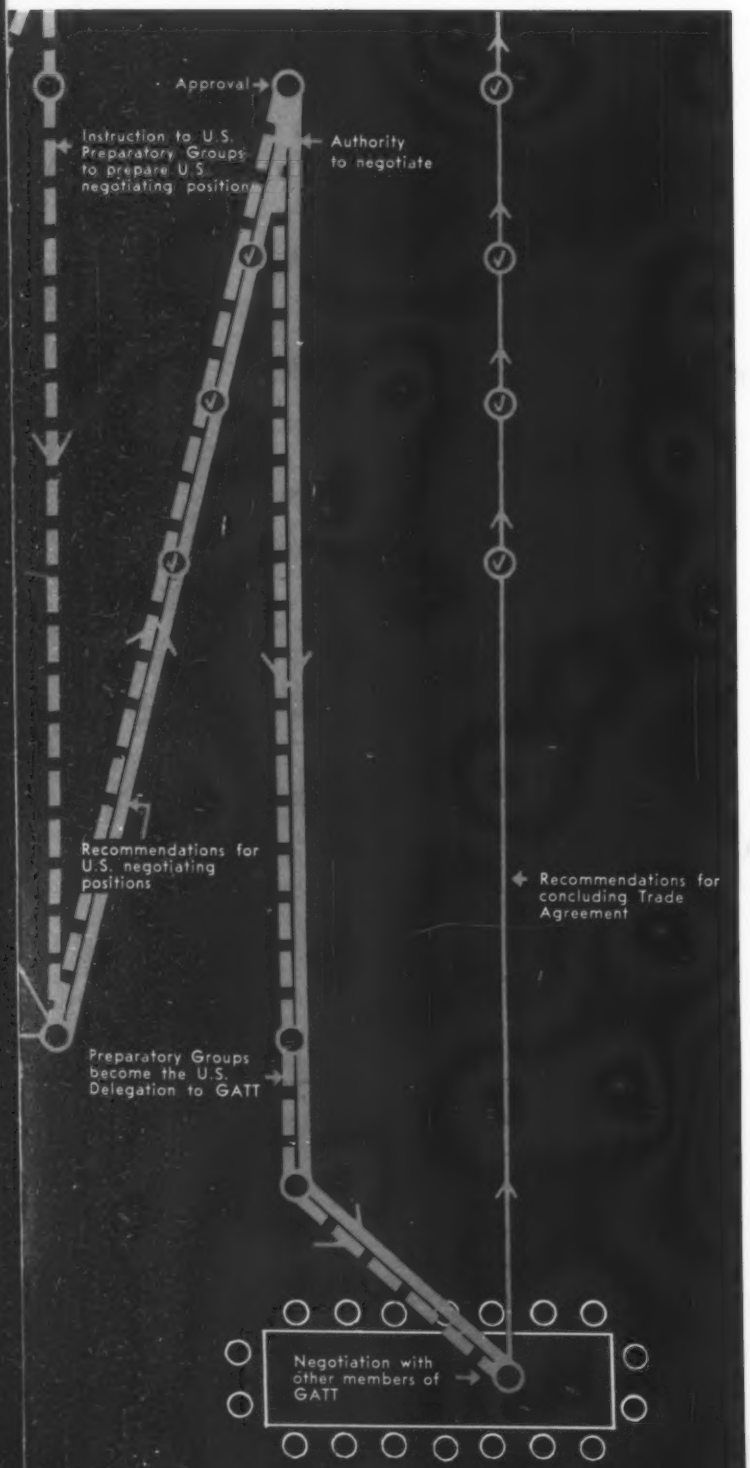
Approval
Instruction to U.S. Preparatory Groups to prepare U.S. negotiating positions
Authority to negotiate
Recommendations for U.S. negotiating positions
Recommendations for concluding Trade Agreement
Preparatory Groups become the U.S. Delegation to GATT
Negotiation with other members of GATT

THE KENNEDY ROUND

How we got there and why

The Kennedy Round of GATT negotiations in Geneva brings together delegations from many nations to attempt to solve a broad range of problems concerning most of the free world's trade.

Negotiations on the highly sensitive question of agricultural tariffs are scheduled to begin in mid-May.

Watch future issues of INTERNATIONAL COMMERCE to keep abreast of these historic efforts to expand world trade.

And for a concise history and explanation of GATT, read the Department of Commerce booklet GATT — General Agreement on Tariffs and Trade. Available at all Commerce Field Offices and at the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. 25¢ a copy.